

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 78

JUNE 30, 1928

Number 26



**I**N PLANNING your seasonal campaign on "Red Hots" it is well to remember the importance of a suitable Casing and a reliable source of supply. Our world-wide organization is at your service and our progressive technical methods are of distinct assistance to our constantly increasing clientele.

## OPPENHEIMER CASING CO.

*Harry D. Oppenheimer*  
PRESIDENT

CHICAGO

NEW YORK

TORONTO

LONDON

WELLINGTON

BUENOS AIRES

HAMBURG

TIENTSIN

SYDNEY

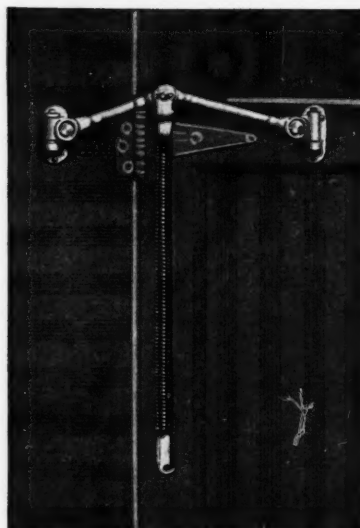
*Factories and Agencies throughout the World*

Try this  
wonderful  
"saving" device  
**FREE**

for 10 days' Trial

Prove to yourself that it pays  
for itself in a short time.

**"BUFFALO"**  
Door Controller



**Greatest Investment in Ice and Food**

**Saving You Ever Made!**

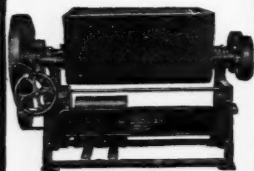
**K**EEPS refrigerator door closed! Reduces  
trimming waste; prevents food spoilage.

Have your supply dealer install one,  
for 10 days' trial. Or write direct to us.  
Price only \$12.50 f.o.b. Buffalo.

**JOHN E. SMITH'S SONS CO.**  
50 Broadway, Buffalo, N. Y., U. S. A.



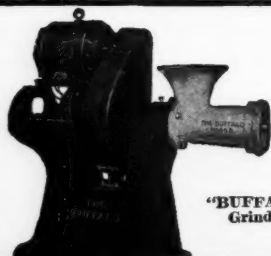
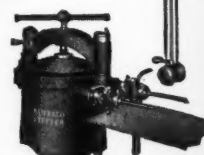
**"BUFFALO"**  
Air  
Stuffer



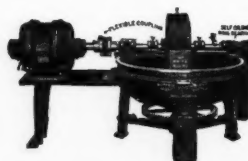
**"BUFFALO"**  
Mixer



**SCHONLAND**  
Patented  
Casing Puller



**"BUFFALO"**  
Grinder



**"BUFFALO"** Silent Cutter

**BUFFALO**

SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS ~ SCHONLAND CASING PULLER

# More and More Women Prefer Packaged Meats



**"Women Prefer  
Packaged  
Meats"**

**D**ISTRIBUTORS and retailers know the modern trend in meat purchases is toward the packaged meats. This is particularly true of corned beef. There are two reasons for it. One is that Quality Imported Corned Beef includes the finest cuts of porterhouse and sirloin and is therefore superior in quality. The other is because of its delightfully mild flavor, the result of scientific curing and artful cooking that retains all the natural meat juices.

This new buying trend, together with the superiority of Quality, and its fine flavor are bringing profits to distributors everywhere.

Quality comes in 12-oz. tins, convenient for home use and 6-lb. tins for retailers who sell sliced corned beef.

Send today for a Free Trial Package of Quality Imported Corned Beef and try it at your own table.

**Republic Food Products Company**  
CHICAGO

SEND COUPON FOR FREE TRIAL PACKAGE

# QUALITY

IMPORTED

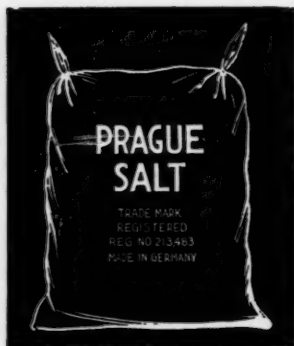
## Corned Beef

REPUBLIC FOOD PRODUCTS CO.,  
Dept. N-6A, 4053 S. La Salle St., Chicago  
Please send us full information about  
Quality Imported Corned Beef. Also Free  
Trial Package.

Name .....

Address .....

Buyer .....



## PRAGUE SALT Fast, Safe Cure

Sausage Meats, 24 to 48 Hours  
Pork Butts, 4 to 6 Days  
Bacon, Sweet Pickle Cure, 3 to 5 Days  
Bacon, Dry Cure, 8 to 10 Days  
Boned Hams, ready to boil, 7 to 10 Days



## Griffith's

### "OIL OF THE SPICE"

*A Perfect Seasoning for Each Product you make*  
A smooth, fine flavor of the true Spice, blended to suit your taste  
A Keeping Quality Not Found in the Old Ground Spices  
Meets Requirements of B. A. I. and Canadian Food Departments

Use 4 oz. to each 100 lbs. of finished product

Pork with Sage  
Pork without Sage  
Frankfurter  
Weiner  
Bologna  
Minced Ham  
Smoked Liver  
or any Special

Add water and shake  
Put it into the silent cutter or mixer

THE GRIFFITH LABORATORIES  
4103 S. LaSalle St. Chicago, Ill.

Packed for Shipment in  
5 Gallon Cans  
A Saving of 25% on  
Your Cost

## Godchaux's (Especially Prepared) Curing Sugar

1. Builds Business
2. Increases Profits

### 1. Builds Business . . . . .

Because it produces a flavor and color in meats that is far superior and it is absolutely uniform the year 'round.

### 2. Increases Profits . . . . .

Because it costs much less than granulated sugar—its only true competitor. Because it is especially prepared for curing purposes and no fermented or ropy pickle can result from its use.

Write now for further particulars

## Godchaux's CURING SUGAR

[Tested by the Research Department  
Institute of American Meat Packers]

Prices that invite a trial

½c per pound below our Standard  
Granulated Sugar. Price, f.o.b.  
Reserve, La.

Invoices subject to 2% cash discount, usual refiners' terms.

Delivered prices in both carloads and less than carloads, quoted on request.

Results that insist on continued use

Godchaux Sugars, Inc.,  
New Orleans, La.



# The Newest Thing in Advertising



## Individual Bags for Frankfurter Rolls of PATERSON *Genuine* VEGETABLE PARCHMENT

*HERE* is a splendid opportunity to bring your name before the consumer—at ball grounds, amusement parks, county fairs, beach resorts, road stands—wherever your frankfurters are sold.

No more selling frankfurters blind—now you can let your public know just *whose* franks they are *eating*! Simply supply your customers with these clean, sanitary parchment bags, each bearing the advertisement of your brand.

Also—this will keep you right in line with the trend toward higher standards demanded by forward-looking boards of health.

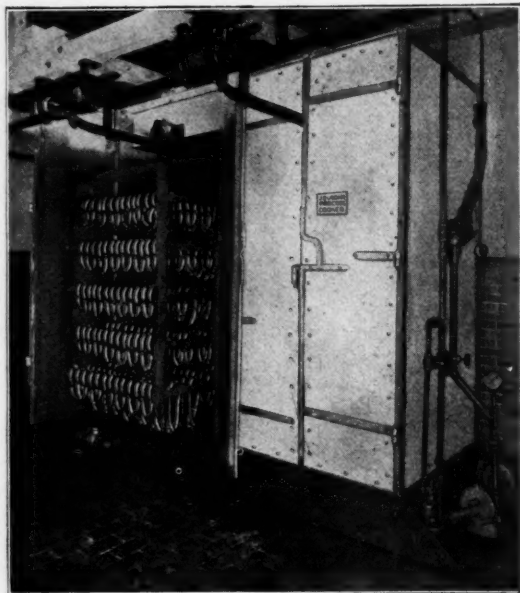
You will recognize at once the big possibilities for you in this idea. Write us for further details.

**The Paterson Parchment Paper Company**

*Original Makers of Genuine Vegetable Parchment*  
PASSAIC, NEW JERSEY

Chicago

San Francisco



Manufactured under the following Patents by license agreement with  
**ARMOUR & COMPANY:**  
 No. 1192802....July 25, 1916  
 No. 1214392....Jan. 30, 1917  
 No. 1214393....Jan. 20, 1917  
 Other Patents Pending.

## Hot Water

NOT STEAM  
and The

### Jourdan Process Cooker

Represent the acme of efficiency in SAUSAGE COOKING and HAM BOILING.

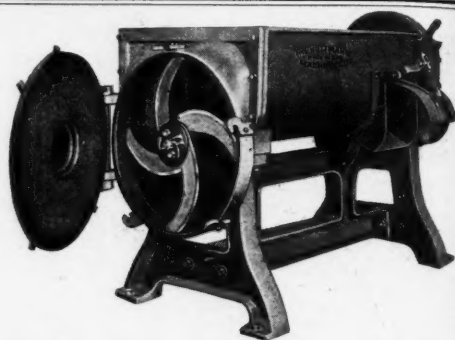
Packers everywhere are now using this great labor saving machine to produce better cooked products.

The salability of your product depends largely upon the appearance after cooking. PROCESS COOKING means consistent uniformity at all times—a product unequalled for cleanliness and evenly colored as you like it.

The machine pays for itself quickly by actual savings of labor, steam, color, floor space, and reduced shrinkage.

Write today for names of satisfied users and our liberal trial offer.

**Jourdan Process Cooker Co.**  
 814-32 W. 20th St. Chicago



### To Start—Throw a Switch To Unload—Throw a Lever

That's all you need to do to operate the KUTMIXER which is the best mixer made combined with the finest cutter built—all in one machine.

HOTTMANN

# KUTMIXER

CUTS-MIXES-EMPTIES

Write for interesting details.

**The Hottmann Machine Co.**  
 3325-43 Allen Street Philadelphia

### Reduce Operating Costs with IXL Speed Reducers

OF COURSE your newer machinery is equipped with Speed Reducers—probably IXL—and it pays to specify Foote Bros. IXL on any you buy. But how about your older equipment?

Bring it up to date. Do away with belts, pulleys, shafting, hangers, etc. Save space and money—eliminate accident hazards. Direct drive through IXL Speed Reducers decreases power losses by increasing efficiency. They're fully enclosed and self-oiling. Install and forget them.

We'll gladly help you with any gear problem. But at least learn more about what IXL Speed Reducers can save you in dollars and cents.

Write today.

Worth Thousands  
—It's Free!



"Gear Problems"—a 621 page book on gears has been worth thousands to thousands. Our files prove it. 200 pages devoted to carefully classified and indexed engineering information and formulae. It's profitable to own it. A request on your letterhead brings it to you.

## FOOTE BROS. GEAR & MACHINE CO.

237 N. Curtis St., Chicago



## Is Your Sausage Department Prepared for the Season's Rush?

### CARTHAGE AUTOMATIC LINKER

**D**OES the cry of "Red Hots" which is being heard on every hand mean what it should to you? Is your Sausage Department prepared to handle the season's rush? Are you equipped for volume production at a profit? These questions face every sausage manufacturer at this, his busiest season of the year.

The Carthage Automatic Linker can help you make this the greatest year in the history of your business because it will automatically link sausages and frankfurters at a big saving in time and labor. It is so easy to handle that a boy or girl can operate it.

#### Carthage Automatic Linker

The Carthage Linker can be instantly adjusted to turn out sausages and frankfurters in any size from 4 to 7 inches in length and is automatically adjusted to handle casings of varying diameters. Casings are always visible during the linking process. The Carthage Linker will operate perfectly regardless of the kind or quality of the casings. Absolutely dependable. Does not use hot water. Uses only  $\frac{1}{4}$  h.p. motor. Made in two sizes, single and duplex models.

#### Features of the Carthage Linker

Labor Saving  
Perfectly Sanitary  
Easily Cleaned  
Instantly Adjusted  
Full Control of First Link  
Uniform Number of Twists

A Visible Casing During  
Entire Operation  
Positive Automatic Feed  
Electrically operated by  $\frac{1}{4}$   
h.p. motor

Write today for complete  
information and prices

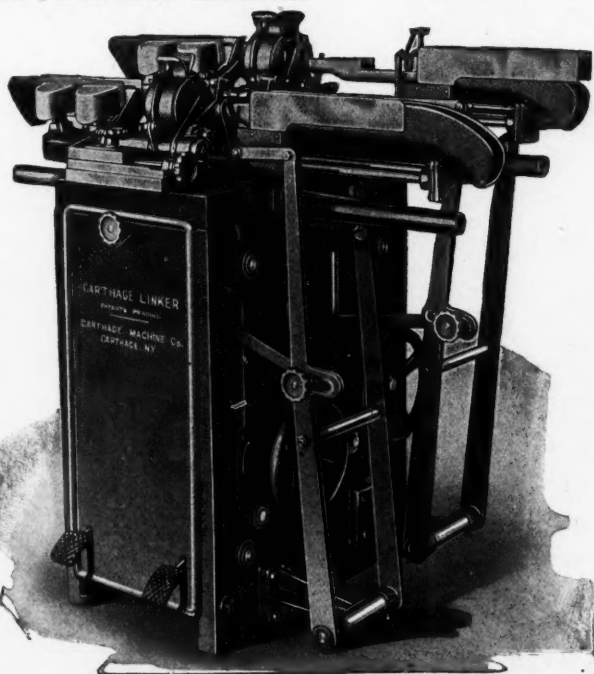
#### CARTHAGE MACHINE CO.

Established in 1894

Carthage, N. Y.

Belleville, Ont., Can.

Illustration shows  
the duplex model





## The Last Word in the Margarine Business

**THE DOERING CONTINUOUS WORKER** for the Margarine plant brings to you the greatest savings, convenience and economies that have ever been applied to this line of work.

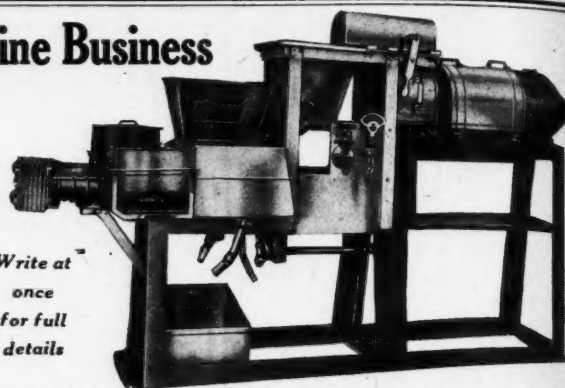
It is truly the last word in the margarine business.

It does away with table workers, requires less labor, is more sanitary, makes a better product and has a capacity of 7,000 lbs. an hour. Already installed by prominent packers.

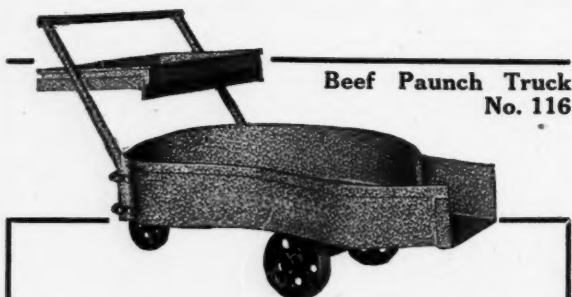
**C. Doering & Son**

1375-9 W. Lake St.  
Chicago

Ask about our New Tierce Emptying Machine



Write at  
once  
for full  
details



Beef Paunch Truck  
No. 116

### Most Sanitary Truck Made

No bolts, rivets or sharp corners to rust and corrode. Heavily galvanized *after* fabrication. Little effort keeps it clean.

The bottom is dished so that the paunch slides back into truck. The wheels are machine bored to fit axles accurately.

A truck we're proud to build and one you'll be proud to own.

Write for catalog

**The Globe Co.**

818-26 W. 36th St., Chicago, Ill.

## Low Tension Electric Meat Branders

for any size Brand  
any Current or Voltage



~~~~~  
**RED HOT**  
in one Minute

~~~~~  
Dependable  
Practicable  
Economical  
Silent

~~~~~  
Last a Lifetime

~~~~~  
Mail in a  
copy of your  
brand—State  
current and  
voltage—We  
do the rest

**Geo. J. Schneider Mfg. Co.**

2553 Hillger Ave., Detroit, Mich.

## Chill Hogs the Modern Way

**QUICKLY**—To secure rapid turnover  
**PROPERLY**—To avoid frost in the meat

**THOROUGHLY**—To avoid souring troubles  
**ECONOMICALLY**—To save 25% refrigeration

### BLOOM'S SYSTEMS OF BRINE SPRAY REFRIGERATION

Unequalled for Quick Chill—Combine Engineering Skill with Wide Experience

Brine Spray Refrigeration  
Hilger No-Freeze-Back Valves  
Hilger 3-Way Ammonia Valves  
Brine Spray Nozzles

Air Conditioning Systems  
Humidifying and Drying  
Cooling and Ventilation  
Summer Sausage Drying

**S. C. BLOOM & COMPANY**

Engineers—Contractors—Manufacturers

Monadnock Block

"Specialists to Packers"

Chicago, Ill.



# MECHANICAL

## Monel Metal VISCERA TABLES Help Cut Labor Costs

THE influence of labor-saving devices on industrial costs has been recognized by every student of modern conditions. But the influence of labor-saving MATERIAL has not been given justified recognition.

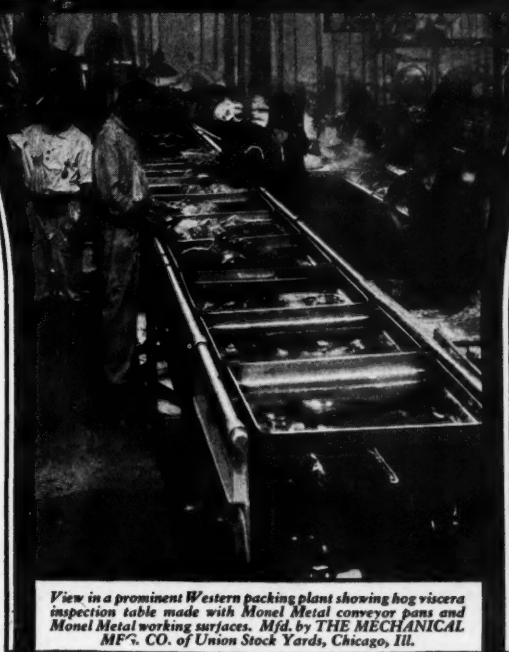
A Monel Metal surface, for instance, can save just as much labor as a modern machine. Monel Metal cuts costs because it reduces cleaning time — up-keep expense — and replace-

ment costs. Monel Metal is not only long-wearing and easy to clean—it has other advantages, as well!

Because it is rust-proof and corrosion-resisting, Monel Metal will not contaminate the food products with which it comes in contact. But of equal importance is the fact that Monel Metal has a bright, lustrous surface that looks clean and attractive under all kinds of condi-

tions. Regardless of how busy a packing plant may be—regardless of what kind of products are being handled—its Monel Metal surfaces will give the impression of cleanliness.

Considering its economy, its cleanliness, and its general attractiveness, Monel Metal equipment is a good investment from any point of view. In ordering from your regular manufacturer, specify Monel Metal.



*View in a prominent Western packing plant showing hog viscera inspection table made with Monel Metal conveyor pans and Monel Metal working surfaces. Mfd. by THE MECHANICAL MF'G. CO. of Union Stock Yards, Chicago, Ill.*

SEND FOR "LIST B" OF MONEL METAL AND NICKEL LITERATURE

Monel Metal is a technically controlled Nickel-Copper alloy of high Nickel content. It is mined, smelted, refined, rolled and marketed solely by The International Nickel Company. The name "Monel Metal" is a registered trade mark.

# MONEL METAL

THE INTERNATIONAL NICKEL COMPANY, (INC.)



67 WALL STREET, NEW YORK, N. Y.



## A Specially Built Package for Sausage Meat

Every successful packer is vitally interested in having his products reach the ultimate consumer in their best possible condition. Here is a package for sausage meat and chili con carne that is constructed so as to render that service for its user. It's a strong package and it protects its contents. Because it renders perfect contents protection and because it is an attractive merchandising package, leading packers in every section of the country are obtaining an increased volume of sales through its use.

### KLEEN KUP

*The Package That  
Sells Its Contents*

**Mono Service Co.**  
NEWARK NEW JERSEY

When you write the Advertiser Mention THE NATIONAL PROVISIONER



## WHEN YOU TASTE WITH YOUR EYES...

It is easier to believe what you see than what you hear . . . food that looks good promises assurance that it will taste good . . . and foodstuffs that are wrapped in FENESTRA . . . the window pane paper . . . look good and taste even better.

FENESTRA . . . clear and transparent . . . keeps Durr's Bacon fresh and appetizing to sight and taste . . . keeps its tantalizing flavor in . . . keeps dust and germs out . . . It is strong and greaseproof and makes a dependable wrapping for a dependable product.

Your trade mark and product are in clear sight when you use FENESTRA . . . the better wrapping paper.

Fenestra is always in stock for immediate delivery . . . let us know the size in which you are interested and we will gladly send working samples.



**BIRN & WACHENHEIM**

121 WEST 17th ST.

NEW YORK

# Use SEASLIC For Seasoning

*Pork  
Frankfurter  
Bologna  
Minced Ham  
Summer Sausage  
Luncheon Loaf*

*Veal Loaf  
Wieners  
Baked Ham  
Salami  
Blood Sausage  
Liver Sausage*

*Braunschweiger  
Potted Meats  
Vienna  
Headcheese  
Beef  
Other Specialties*

**S**SEASLIC, the original liquid seasoning, is ideal for use in all of the products listed. It comes in a variety of standard formulas for these products or Seaslic can be specially compounded to match perfectly your present formulas. Use Seaslic in every product you can, for it is less expensive than dry spices, easier to handle, and gives better results.

Seaslic has been in practical use for over three years. There is nothing experimental about it. Seaslic will improve the flavor, color and keeping qualities of any product it is used in. Seaslic is absolutely pure—there is nothing artificial or synthetic about it. Use it with full confidence. We will send you a Free Trial Package of Seaslic if you will write telling us what product you wish to use it with.

**SEASLIC, Inc.**

718-732 W. 50th St.

Telephone Boulevard 4428

CHICAGO



**THE LIQUID SEASONING**

*{ The use of Seaslic is permitted by the Department of Agriculture  
in establishments operating under Federal Meat Inspection }*

# Increase Your Summer Sales With

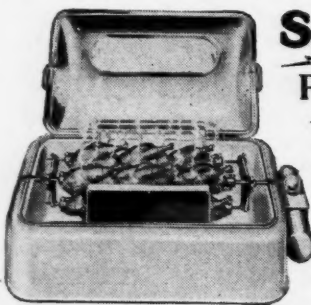
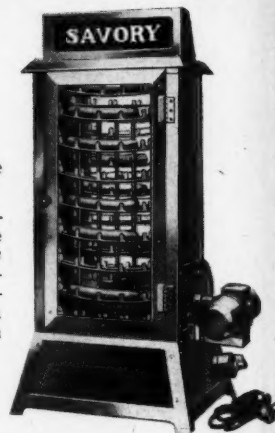
## SAVORY ELECTRIC WIENER ROASTER

Wherever one of these novel, attractive machines is installed it draws the crowds—makes them *stop, look and buy!*

Secure more accounts and retain the old ones by furnishing these SAVORY Wiener Roasters on a loan, sale, rent or premium basis. This plan will bring you increased outlets for sales and every machine you place will sell more wieners, for the SAVORY Electric

Wiener Roaster is revolutionizing the cooking and sale of wieners.

The bright-colored, novel, moving display attracts the crowds. They see the clean, sanitary method of *roasting the flavor in* (instead of boiling it out)—smell the appetite-sharpening aroma—and then they *buy*, coming back again and again, paying you a big return on your investment!



## SAVORY ELECTRIC ROTISSERIE

This complete but compact barbecue stove will sell more roasts, broilers and hams for you. Clean and sanitary, for it is completely enclosed—and it makes all meats taste better.

### Send for Full Information

Several packers are building their summer sales—and laying the foundation for increased business for many seasons to come—with numbers of these machines. One large packer has just ordered 1,000 machines and similar large orders are pending. Write us for plans and details of how you can use them to increase your sales.

**SAVORY INC.** 90 Alabama St.  
Dept. HF Buffalo, N. Y.  
Makers of Quality Cooking Equipment for 90 Years



## Clothe Beef Better with the New Style Beef Clothing Pin

**MUEHLHAUSEN** Beef Clothing Pins are now Tin Plated, conforming with the Bureau of Animal Industry Standard.

Write for samples

**Muehlhausen Spring Co.**  
LOGANSPOUT, IND.

Springs for all purposes

## AMERICAN INSTRUMENTS

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

Write for Catalog  
N-49

American Schaeffer  
& Budenberg Corp.

338 Berry St.,  
Brooklyn, N. Y.

Branches in Principal Cities



## STRENGTH is scientifically engineered into DUBUQUE Trimming and Sausage TUBS

THEY are reinforced at the top and bottom in such a way that they can't possibly be injured in any use or handling you will put them to. They mean *economy and satisfaction*. Their great durability will prove a big asset in your business. There is a style and size for every purpose.

Your attention is called especially to our new handles, which are made of 3/4-inch steel pipe, very substantial with plenty of room for the hands. Both the handles and angle iron are tinned after fabrication.

Send for complete information

**Dubuque Steel Products Co.**

Sheet Metal Dept., Kretschmer Mfg. Co.

Dubuque, Iowa



# ANCO EXPELLER PRESS



**I**S SURPASSING all other types of expeller presses at present, and for the past two years it has been acknowledged by those who know as the last word in expeller type presses. It produces finished cracklings with a minimum grease content, and has a great volume capacity which, coupled with unusual sturdiness insuring dependability, has given the Anco Expeller press an unquestioned superi-

ority. Special construction enables it to stand tremendous pressures required in producing finished products that are the best.

If you are interested in producing cracklings of a superior quality we would be pleased to go into the matter of the Anco Expeller press with you and show you how it improves your cracklings and simplifies the pressing operation.

## THE ALLBRIGHT-NELL CO.

Western Office  
1731 W. 43rd Place  
Los Angeles, Calif.

5323 S. Western Boulevard,  
Chicago, Ill.

Eastern Office  
117 Liberty Street  
New York, N. Y.

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715

### *Saves Labor, Trimmings, Shrinkage*

Smoke Your Meats in Stockinets and Get Uniformity,  
Sanitation, SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are  
Why Not You?

For Further Particulars Write or Phone

THOMAS F. KEELEY, Licensor, 516 E. 28th St., Chicago. Phone Calumet 0349



### Beef, Ham and Sheep

## BAGS

We Manufacture all  
kinds of Stockinette  
Cloth and Bags for  
Covering Meat

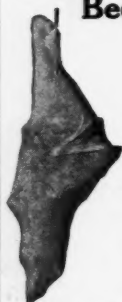
Write for information  
and prices

Wynantskill Mfg.  
Company

Troy, N. Y.

Fred K. Higbie Supply Co., Rep., 560 N. Michigan  
Ave., Chicago

John H. Burns Co., Rep., 407 Produce Exchange, N. Y. C.



## "Niagara Brand"

Genuine Double Refined Saltpetre (Nitrate of Potash)  
and Double Refined Nitrate of Soda

"The old reliable way to cure meat right"

Both Complying with Requirements of the B. A. I.

Manufactured by

## BATTELLE & RENWICK

Established 1840

80 MAIDEN LANE

NEW YORK



### PROTECT THE PRODUCT

HY-GLOSS Paraffined Cartons are unexcelled; are  
used by the leading Oleo Manufacturers of the country.  
They attract the attention of the discriminating buyer.

### National Carton Company

Joliet, Illinois

clean  
with

### A triple saving!

MEAT Packers Oakite saves money for pro-  
visioners in three ways. It saves time by  
cleaning faster; labor by eliminating much hand  
scrubbing and scrubbing; and material because a  
little does a tremendous amount of cleaning. The  
facts are contained in an interesting booklet  
sent free on request.

Oakite is manufactured only by

OAKITE PRODUCTS, INC.

20A Thames Street,

New York, N. Y.

## OAKITE

Industrial Cleaning Materials and Methods

and now  
the

To meet the continued demand for a covering for smaller  
bunches we've originated our 5 pound Frank Bag. Samples  
and prices on request. Ask for number 5.

# New 5 Pound Frank Bag

FRED C. CAHN, 226 W. Adams St., Chicago

Selling Agents

The Adler Underwear & Hosiery Mfg. Co.

"The World's Largest Knitters of Stockinette Fabrics"

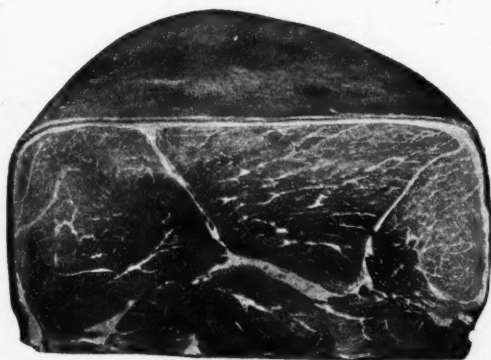
## An Important Feature that Produces a Superior Product

See the springs? They do the trick and this yielding spring pressure principle is found on all Adelmann Ham Boilers. It is fully protected by patents.

Every packer knows that ham expands during the cooking process. Unless the container provides for the expansion the juices are squeezed out and the ham loses not only weight but also flavor.

To secure best results the tension provided by the springs must be exactly right. Each Adelmann Ham Boiler is provided with springs of just the proper strength to suit the size of the individual boiler. Ten years' experience has taught us what pressure is required.

Write for clever little booklet entitled "Modern Ham Boiling." It's worth reading.



The Type "B" Boiler shown here is made of deep drawn monel metal. It is exceedingly easy to clean and requires no retinning.

It produces a product second to none in quality. If you use the Type "B" Boiler your product will shine gloriously when it gets out on the firing line—out among competitive products.

There is no easier or better way to build good will and a reputation for quality than this.

Besides, the reduced shrinkage will enable you to make greater profits.

What more could you ask?

## Ham Boiler Corporation

Office and Factory, Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool & 12 Bow Lane, London  
Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.

# REX BRAND

*The King of Nitrates*

Complies with  
B. A. I. Requirements

Write for Prices  
Immediate Deliveries

**Double Refined**

**Nitrate of Soda and Nitrate of Potash (Saltpetre)**

**STAUFFER CHEMICAL CO.**

452 Lexington Ave., New York City

111 W. Washington St., Chicago, Ill.

## 20 MULE TEAM BORAX

**Antiseptic**

**Cleansing**

**Deodorizing**

Use 20 MULE TEAM BORAX when any cleansing is to be done. It softens water. It cleans thoroughly. It inhibits the growth of the bacteria of decomposition and leaves things sweet and wholesome. It is especially good when washing anything that comes in contact with meat, because it is harmless.

**PACIFIC COAST BORAX COMPANY**

100 William St., NEW YORK

Chicago, Ill.

Wilmington, Cal.

## BEMIS MEAT BAGS AND COVERS

**Ham, Bacon and Sausage BAGS**

Cured meats are kept cleaner and sell faster in Bemis Cotton Covers and Bags. They come to you shaped and sized to fit; easily closed. Write for samples and prices.

**BEMIS BRO. BAG CO.**

Specialty Dept.  
420 Poplar Street, St. Louis, Mo.

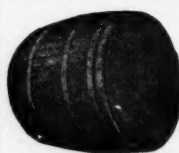
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The Man Who  
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## When All Others Fail, Use H. J. Mayer's *Neverfail*

NEVERFAIL is a Cure that is true to its name. It has never yet failed to give COMPLETE satisfaction to those who have used it. We know of no better proof of its merit than the many satisfied users in the United States and Canada who continually

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Makers of the Famous GENUINE H. J. MAYER Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne and Rouladen Delicatessen Seasonings

All our Products are guaranteed to comply with the B. A. I. regulations

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The Cleveland Provision Company is finding all of its Cellophane-packaged products splendid sellers. Clearly visible—protected from dust and contamination—they are ideal display

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They are convenient units ready for instant sale. The trade mark is carried into the home and the housewife will reorder by brand name.

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Made in three sizes. Satisfaction guaranteed.

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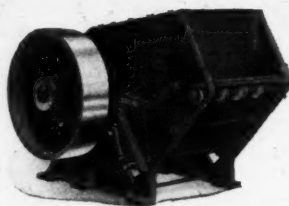


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### STEDMAN'S CRUSHER

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### By-Product Grinders

Williams builds a crusher or grinder for every packing house and rendering plant purpose. All embody the original Williams patented features including patented hammers which cut tough sinewy goods with less power, adjustable grinding plates to overcome wear and quicker adjustments and repairs.

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ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS  
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### Come to H-P-M "for your Pressing Needs"

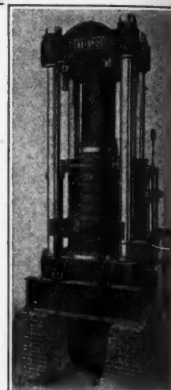
The H-P-M Line includes every type of Hydraulic Press required in your work. The crackling press illustrated here is a large, powerful machine for heavy duty service. These presses are also available in many other sizes including small self-contained units.

You can also obtain from H-P-M all hydraulic accessories required for operating your presses, including all types of Pumps and Valves.

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TWENTY EAST BROAD, COLUMBUS, O.  
Branch offices located for serving you in New York, Pittsburgh, Cleveland, Akron, Milwaukee and San Francisco. Plant centrally located at Mount Gilead, Ohio



### Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil  
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ANALYTICAL CHEMISTS

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## The Money Makers are those who "Hook 'er to the Biler"

Don't you believe it?

All right then—just name a Big Successful Concern that does not have Ridgway Elevators. Now look ahead for the limit of this space.

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Has 200 Ridgway Elevators

Has 6 Ridgway Elevators

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Has 10 Ridgway Elevators

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Welsbach Co., Gloucester, N. J. (Mantles)

John Wanamaker, Philadelphia (Merchants)

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You ought to know every one.

All in the millionaire class and paying fuel dividends.

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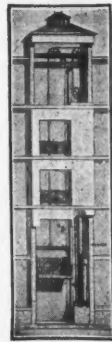
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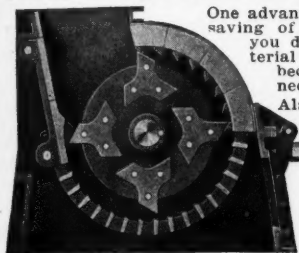


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Two Column Quick Acting Presses

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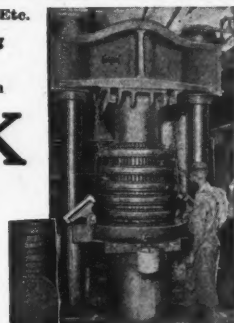
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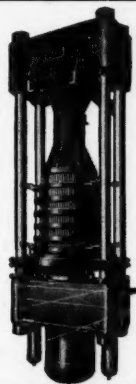
Dunning & Boschert

Press Co., Inc.

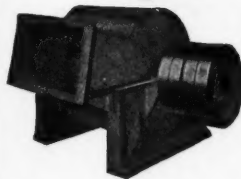
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Established 1872



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For crushing and shredding or hashing animal carcasses, green or dry bones, fats, offal and any other materials to suitable size for rendering and dry cooking.

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Branch of the O. & W. Saving Machine Co.

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### THE DANGER SIGN

When your product is turned back by customers it indicates the presence of *bacteria*, *yeasts* and *molds* somewhere around your Plant. These organisms are always present—ready to destroy products, reduce profits and cause foul odors.

By spraying M-C solutions upon the walls, floors and equipment you can kill these harmful organisms.

Many packers are using M-C during their daily clean-up. Let us tell you about their experience with this practical sterilizer and deodorant.

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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 78. No. 26

JUNE 30, 1928

Chicago and New York

## Does the Meat Packing Industry Need to Do Some New Thinking?

Packers have made enormous strides in their killing and processing departments, as is evidenced by the installation of modern equipment, labor-saving devices, and arrangements to facilitate the handling of product.

It is probable that new researches will indicate where still further improvements and savings can be made along these lines.

Up-to-date packers keep abreast of all new information, and do not wait for their equipment to wear out. As soon as it is obsolete they regard it as a liability, and discard it for improved models.

The industry would be still further ahead, however, if it gave as much attention to distribution of product as it does to slaughtering and processing operations.

### Greatest Waste in Distribution

Studies by the U. S. Department of Commerce of what seemed to be everyday trading have brought out some startling facts. They have developed one of the greatest sources of waste in modern business.

These wastes are in distribution.

Packers, like all other business men seeking to broaden their field of distribution, have sought buyers for their product wherever they might exist.

*But they have given little thought to what it cost to sell such buyers.*

It is the belief of THE NATIONAL PROVISIONER that if a packing company would be willing to invest some time and money in a study of just what it cost that company to sell each of its customers, it would find 40 to 50 per cent of its customers a liability.

Some of them would be such a serious liability that they would be cut off of the list without further question. If another packer wished to sell them at such a cost, let him assume the burden!

### Can You Sell Less and Make More?

A packer might feel that if he cut his customers down 50 per cent he would be making an enormous sacrifice in his volume.

But what good is volume if it does not pay for itself?

The packer, of course, needs volume to reduce his operating costs. But there is a point beyond which "taking care of operating costs" cannot go.

If such a survey showed a packer could increase his returns, say 25 per cent by reducing his volume—even though this increased his operating expenses—would it not pay to take this reduction in volume?

*The packing industry needs to do some new thinking. It needs to get out of the old ruts.*

*To think in terms of profits, rather than in terms of volume.*

*To make up its mind to operate more on a merchandising basis, and less on the speculative market.*

### Questions Facing the Packer This Year

The industry is facing an interesting situation this year.

It has a lot of product on hand, the equivalent of about 2,000,000 hogs, and the current marketings of hogs are normal or even a little above normal.

What has the summer to offer in the way of live-stock supplies?

Will farmers hold their hogs to use up the heavy corn crop that is in prospect? Will they let them run on grass, and market fewer of their "grass widows" than is customary during the summer months?

Will this have an influence on the supply of lard and dry salt meats?

Record lard stocks are on hand. Are they going to be a burden? Should they be moved at a sacrifice, or are they worth holding?

There is a good deal of reason to believe that there will be a let-up in hog marketings in the early months of 1929—for a period of a few months at least.

This let-up may come before that time, due to the fact that corn has been high, and farmers have sold off a good many of their sows and young gilts.

While it does not take so long to replace these,

it does mean that a period is pretty sure to come when hog runs will be more limited.

### Speculative vs. Merchandising Chances

When that time comes the packer who has lard and meats on hand should be able to realize—always provided the industry has not allowed the market to go so high that free consumptive buying is cut off.

This is an important factor that always must be reckoned with. It is one time when the specula-

tive market will "pay out," unless demand is dead.

But it carries a large element of chance. It is not the satisfactory situation that operation on a merchandising basis offers.

Perhaps there is not so much the matter with the packing industry as there is with the packers in it. Some new thinking would go a long way toward solving the somewhat difficult situation the industry faces as a whole.

It is a matter of developing the "new cooperation" to meet the "new competition."

## Is the Spring Pig Survey a Temptation to Speculate?

A spring pig crop about the equivalent of that of 1926 is estimated by the U. S. Department of Agriculture for the country as a whole. The possibilities are that this crop will be scattered over outlying states more generally, and that supplies in the Corn Belt may be somewhat more restricted.

Such a situation will naturally tend to reduce the number of hogs marketed at the big Corn Belt markets, which include most of the largest markets of the country. But it will be balanced in part by a decreased demand in other sections, due to the number of hogs marketed nearby.

It is a situation that may result in packers having to scramble for hogs to keep their larger plants running at necessary capacity.

### Don't Scare Consumer Away

While the survey indicates a decidedly bullish situation, packers should always keep before them the fact that any meat product can reach a price level at which consumer buying is curtailed.

A demonstration of this was given during the past spring, when fancy cattle prices reached war-time levels. Consumer reaction was quick and determined, and the attitude was soon reflected in cattle prices.

Such a situation as it relates to beef—a product which moves into consumptive channels in a short time—was much less disastrous than might be the case when applied to pork, bought at high prices and marketed two, three or even six months later.

Clear thinking, and careful handling of a situation that seems to give promise of profit both to producer and packer, should bring good results.

The full text of the government pig survey, issued on June 26, is as follows:

"A decrease of about 7 per cent in the spring pig crop of 1928 from that of 1927 for the United States as a whole, and also for the Corn Belt states, is shown by the June pig survey of the Department of Agriculture.

"This decrease is equivalent to about 4,000,000 head of pigs for the United States, of which over 3,000,000 represents the decrease for the Corn Belt states. A decrease in the fall pig crop of this year from that of last year is also indicated. The survey was made in cooperation with the Post Office Department through the rural mail carriers.

"The number of sows farrowed in the spring of 1928 was 7.7 per cent smaller than in the spring of 1927 for the United States, and 9 per cent smaller for the Corn Belt states. While the reported average number of spring

pigs saved per litter for the United States was about the same as last year, the average in the Corn Belt was somewhat larger than last year.

"The reports of the number of sows bred or to be bred for farrowing in the fall of 1928 point to a decrease from last year in the fall pig crop, assuming a similar relationship between breeding intentions and actual farrowings that has prevailed in other years.

"While the reports from farmers this year show increases of sows bred or to be bred of 12 per cent for the United States and 9 per cent for the Corn Belt over the number of sows actually farrowed last fall, in other years the number of sows farrowed in the fall as reported in December has always been much below breeding intentions reported in June.

"Assuming the average spread of past years between June breeding intentions and December farrowings, the decrease in fall farrowings this year would be 15 per cent for the United States and 9 per cent for the Corn Belt. Assuming the smallest spread, the decreases would be 7 per cent for the United States and 3 per cent for the Corn Belt.

"The decreases in the number of sows farrowed this spring both for the United States and the Corn Belt states are about as indicated by the breeding intentions report made in December, 1927, when allowance is made for the decreases between intentions and farrowings shown in other years where there has been an unfavorable winter feeding relationship between corn and hog prices."

The survey showed decreases in estimates for 1928 as compared with 1927 in the leading hog states as follows:

Iowa	..... 8 per cent
Ohio	..... 3 per cent
Indiana	..... 9 per cent
Illinois	..... 10 per cent
Minnesota	..... 19 per cent
Kansas	..... 3 per cent

Increases of about 7 per cent in Missouri and ½ per cent in Nebraska, were shown.

### Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,  
Old Colony Bldg., Chicago.

Please send me ..... copies of the Short Form Hog Test for daily figuring.

Name .....

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Single copies, 2c; 25 or more, 1c each; quantities, at cost.

# American Packers and Packing Plants

*How a Meat Shop Grew to a Modern Well Equipped Plant Employing 150 Men and With a Capacity of 1800 Hogs Per Week*

XVI—J. M. Schneider & Sons, Ltd., Kitchener, Ont.

EDITOR'S NOTE.—This is the sixteenth in a series of articles describing American packing plants, their founders and their methods.

From a small retail meat shop started by J. M. Schneider, thirty-eight years ago, to a modern well-equipped packing plant employing 150 workers, and with a capacity of 1,800 hogs a week, is the story in a sentence of the growth of J. M. Schneider & Sons, Ltd., Kitchener, Ontario, Canada.

While the growth of this company may be credited in large measure to the energy and thrift of the founder, and to the abilities of his sons who are now associated with the business, quality products and good business and merchandising methods have been important contributing factors.

The products of the company are, and have been for years, famous throughout the territory served.

## **Buys Only Government Graded Stock.**

The company recognizes that quality products start in quality livestock, and always has given particular attention to the selection of animals to be slaughtered. Livestock is bought only on government grading, and to encourage the production and shipment to the company of quality hogs, particularly of the bacon type, this company for

years has paid a premium above the market for select animals.

Four years ago the volume of the company's business had outgrown its production capacity, and it became necessary to build a new plant. One

year later it had been completed, and it is in this new structure that the business is being conducted today.

The plant consists of a main manufacturing building, a power house, an abattoir, a building in which inedible rendering is done and a garage to house the company's fleet of motor trucks.

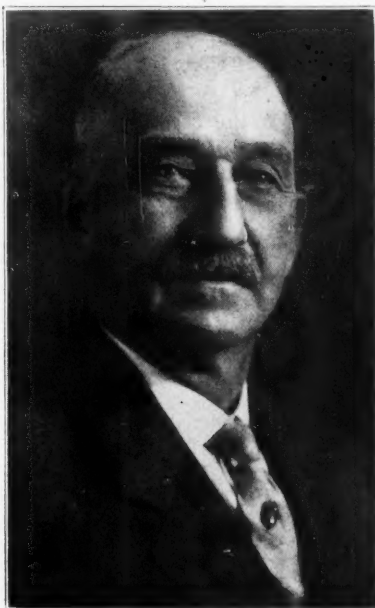
All of these buildings, with the exception of the inedible rendering building, are new and are of concrete and brick construction with ample window space for light and ventilation.

In fact, the plant is worth studying as a type of the small packing house laid out for efficient and economical operation.

J. M. Schneider, founder and president of the company, is still active in the business, and is particularly interested in the purchase of the livestock. Associated with him are his three sons—Fred H., secretary-treasurer; Charles A., in charge of the shipping department; and Norman C., plant superintendent.

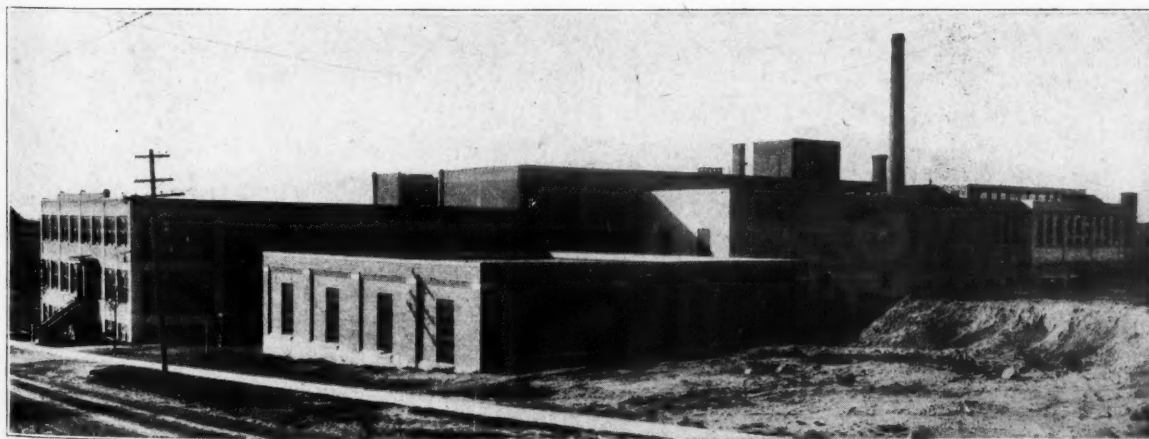
## **The Main Building.**

The main building, which is three and four stories high, is 80 ft. wide and 240 ft. long. It is of concrete slab and brick construction, and is as nearly fireproof as it is possible to make a building of this character. Particular attention has been given to isolating



J. M. SCHNEIDER.

Founder and president of J. M. Schneider & Sons, Limited, Kitchener, Ontario, Canada.



PLANT OF J. M. SCHNEIDER & SONS, LTD., AS SEEN FROM THE REAR.

The main building in the background is 80 ft. wide and 240 ft. long. In the foreground is the garage. The white brick structure on the right is the new hog killing building. It has a capacity of 200 hogs an hour.



the various departments in the event of a fire, steel fire doors being installed at all door, elevator and stairway openings.

With brick floors in the manufacturing departments and concrete columns, side walls and ceilings, it is an easy task to keep the departments spotlessly clean.

On the first floor of this main building are located a retail store, cloak rooms, shower baths, lunchroom, a curing cellar 40 ft. wide by 120 ft. long, and the refrigerating machines. At the end of the building is the smoke house, three stories high.

One 20-ton and one 30-ton compressor furnish the refrigeration for the plant. The connected power load, 250 h. p., is controlled and distributed to the different departments through a switchboard located near the compressor room. The boiler room is located in a separate building to the rear of the main building.

At the front of the main building on the second floor are the main offices. These occupy a space 35 by 80 ft. Behind the offices are the shipping room, the slicing and packing departments. The sausage department and the department in which meats and specialties are cooked are also on this floor.

#### Shipping Room Works Day and Night.

An interesting detail in connection with the packing room is that two gangs are operated—a day gang and a night gang. In this way deliveries are promptly made and product is handled in good shape. Seven dial scales are installed in this department, and they are kept in almost constant use.

In the sausage kitchen are four

stuffers, two electrically heated ovens, two silent choppers, two grinders and one mixer.

On the third floor are the beef and pork cutting rooms, the dressed hog storage room with a capacity of 1,000 carcasses, and the ham boiling department. On the fourth floor at the rear

through ducts to the points where it is used.

The abattoir and the inedible rendering departments are housed in separate buildings at the rear of the main building. The hog killing capacity is 200 hogs an hour.

The company has holding pens for



THE PORK CUTTING ROOM.

Hogs are cut up at the rate of 140 per hour. Practically all of the work is done by hand, a band saw and a belly roller being the only mechanical equipment installed here.

are the freezing rooms, the ice making department and the lard refinery.

The pork cutting room has a capacity of 140 hogs per hour. Most of the work in this room is done by hand, very little mechanical equipment, with the exception of a band saw and a belly roller, being installed.

The brine spray system of refrigeration is used throughout. The air is cooled in a bunker at the top of the building from which it is circulated

from 1,000 to 1,200 hogs. These are at the rear of the plant, and as soon as the hogs are received they are graded by a government inspector. To encourage the breeding of the right types of hogs, the company adopted some time ago the policy of paying 10 per cent above the market prices for select bacon hogs.

#### MOHLER A DOCTOR OF SCIENCE.

In recognition of scientific attainments and distinguished services, Dr. John R. Mohler, Chief of the U. S. Bureau of Animal Industry, received the honorary degree of doctor of science, June 2, from the University of Maryland. The honor was conferred at Baltimore during joint commencement exercises of the College Park and Baltimore branches of the University of Maryland.

In accepting the degree conferred by R. A. Pearson, president of the University, in behalf of the board of regents, Doctor Mohler stated that he considered the honor as extending to all employees of the Bureau of Animal Industry and others associated with him in scientific and administrative work.

It was pointed out during the exercises that the study of animal diseases and the inspection of meat and milk supplies, to which Doctor Mohler has made notable contributions, are also closely allied to public-health work.



A VIEW IN THE SHIPPING ROOM.

Seven dial scales are in use here. A day and a night shipping gang are employed, so that these scales are in almost continual use.



# How May Packer Get His Livestock Delivered?

## Rulings Show Division of Authority Between Commerce Commission and Packer & Stockyard Administration

Two decisions of tremendous importance to packers receiving direct shipment of livestock through public stock yards were announced in Washington this week.

One by the Interstate Commerce Commission covered a very clear exposition of the law so far as common carrier duty is concerned.

The other, by the Packers and Stock Yards Administration, gave the first expression from that comparatively new governmental administrative bureau as to duties and charges for that part of the delivery service coming under its jurisdiction.

### Decision on Yard Delivery.

In the case of Allied Packers, Inc., et al., vs. Atchison, Topeka & Santa Fe Railway Company, et al., Docket No. 18490, it covered a case where the complainant company alleged unreasonableness in the charges made by the Buffalo Stock Yards on livestock brought into Buffalo by rail, unloaded at the Buffalo Stock Yards and then driven over the Stock Yard property to an overhead runway leading to the Klinck Packing Company plant, an Allied Packer subsidiary.

For many years prior to the acquisition of the plant by the Allied Packers practically all stock killed at the plant was purchased on the Buffalo market. Such stock as was purchased outside was delivered through the yard without extra charge therefor. This arrangement was continued after the plant had been acquired December 27, 1919.

After the sale of the plant direct shipments came in greater volume, so the Buffalo Stock Yards, owned and operated by the New York Central Railroad, published and filed with the packers and Stock Yards Administration, effective December 3, 1922, a tariff containing the following rule:

### Charges Made for Yardage.

"The following charges will be collected for each 24-hour period or fraction thereof that the stock remains in the Buffalo Stock Yards on all livestock not weighed or offered for sale which is unloaded, stored or delivered to consignees, or delivered from outside the

stock yards to loading chutes for loading out.

Cattle .....	10 cents
Calves .....	5 cents
Hogs .....	3 cents
Sheep or goats...	2 cents
Horses .....	10 cents."

The railway company claimed to have notified the packing company of the charges, and to have informed them that two chutes, chute pens and storage pens had been set aside for free receipt and delivery of direct shipments; that all stock using other chutes would be subject to the charge; that other free chutes would be set aside when the volume justified it; and that the packer advised them to continue handling as before regardless of the charges.

This the packer denied, but apparently, their denial was disregarded by the commission.

### Commission "Passes the Buck."

The commission held that two questions were involved: First, were the charges assorted under their jurisdiction; and second, were the charges unreasonable?

The decision holds that the case involves questions beyond the jurisdiction of the commission, but the commission nevertheless goes to some

length in discussing the facts and the law applicable thereto.

They point out that since the rule was laid down by the Supreme Court of the United States, in *Covington Stock Yards vs. Keith*, 139 U. S. 128, the carriers are required to provide the necessary facilities so that livestock may be unloaded at destination into suitable pens, and at a place suitable for delivery and without extra charge therefor.

Moreover, they hold that in this case the evidence shows that the railway company did provide facilities for free and convenient delivery, so that the law was complied with. They also held the evidence to show (although the complainant denied this) that complainant had expressed a preference for the continuation of the former method, although knowing that an extra charge would be assessed.

### Goes to the New Body.

After providing facilities for free delivery, and thus complying with the law, the commission held that all subsequent movement of the stock was not "transportation," hence did not come within their jurisdiction; but was under the jurisdiction of the Packers and Stock Yards Administration.

As has been pointed out in the columns of *THE NATIONAL PROVISIONER* from time to time, it is the statutory duty of carriers of ordinary livestock to unload livestock into suitable pens at its destination, where the consignee may have access to it for delivery without extra charge therefor.

At many markets it has been the custom for years for the stock yard companies to compel the railways and packers to unload all livestock through the regular chutes, and to exact their full yardage for that service.

In some cases only half the yardage is charged. In other cases where the consignee promptly removes the stock no charge is made against him, but if he has the stock held, yarded or fed the full charge is assessed.

### An Important Point to Consider.

Many hold to the view that the last-described method is a strict compliance with the law—common and statutory. In other words, no charge may be made where direct delivery is effected, but the yard companies' general yard prop-

(Continued on page 32.)

## Get Your Money?

Do you get what is coming to you from the railroads on claims for livestock losses?

Are you settling for 50 cents when you are entitled to a dollar?

The law and the facts are fully outlined in the following articles which have appeared in *THE NATIONAL PROVISIONER*.

"Livestock Shipping Losses" in general, issue of May 26, 1928.

"Losses Due to Delays in Transit," issue of June 9.

"Losses on Animals Crippled in Transit," issue of June 23.

Dead animal and other losses to be discussed in later articles.

Has your traffic manager seen these articles?

If not, you are losing money. And it's your fault!

## Study Meat Packing Methods and Industry Operations Seen in Summer Course

The first half of the special four-week course in meat packing subjects being given this summer by the Institute of Meat Packing at the University of Chicago has been completed. The course was specially planned for faculty members of state departments of animal husbandry and departments of agricultural economics who are interested in the meat and livestock industry.

Several interesting features marked the first two weeks of the course.

A. H. Carver, of the industrial relations department of Swift & Company, gave ten lectures in which the various phases of organization and personnel work were outlined. The problems and technique of the modern employment office, personnel records, analysis and control of labor turnover, wage and salary systems, financial incentive plans, employees and similar benefit associations, safety and medical service were the subjects discussed.

E. N. Wentworth, director of Armour's Live Stock Bureau, covered in his class the economics of the livestock industry. This material included orderly marketing of livestock, livestock cycles, transportation, direct and central marketing, meat consumption, classes of packers, and relations of packers and producers.

An interesting feature of Mr. Wentworth's course was the assignment of some portion of the subject to each member of the class. This insured the active participation of each member in the discussion of the subjects.

### See Plants in Operation.

Six afternoons during the two weeks were spent in trips through the pork departments of the various Chicago packers. These trips were under the supervision of Dr. A. A. Swaim of Wilson & Company. Before each trip Dr. Swaim furnished the members of the class a printed outline of the points to be noted during the trip and discussed the more important points. During and after each trip opportunities were given to members of the class to discuss any points of particular interest. The itinerary of the trips included the killing and cutting floors, meat specialty departments, curing cellars, and smoked meat and lard departments.

A visit was made by the class to the Board of Trade, to witness the buying and selling of packinghouse products.

During the last two weeks of the course lectures on the Economics of the Packing Industry and on the Marketing of Packinghouse Products will be given by A. T. Kearney, of the commercial

research department of Swift & Company, and by E. L. Rhoades, assistant director of the Institute of Meat Packing, respectively.

Dr. Swaim will direct the class on trips through the beef departments of Chicago packing plants.

Those attending the course are: Harry E. Reed, associate professor in charge of sheep investigation, Kansas State Agricultural College; B. W. Rodenwald, assistant professor of animal husbandry, Oregon State Agricultural College; Floyd W. Solverson, graduate of school of business, University of Kansas; Geo. M. Lewis, in charge of livestock and meat packing studies of the Bureau of Business Research, University of Texas; Carl F. Gobble, associate professor of animal husbandry, Purdue University; H. J. Madden, Butler Provision Company, Savannah, Ga.; and H. D. Tefft, Institute of American Meat Packers, Chicago.

### NEW PACKING CO. IN DENVER.

The Western States Packing Company, a newly organized Denver corporation, has bought and taken over the operation of the packing plant and sausage factory of the Burkhardt Packing & Provision Co. of Denver.

R. M. Shearer, long associated with the packing business in the Central West and in Denver, is president and general manager of the new company. Carl Hahn, for the past five years in the packing business in Pueblo, was made vice-president in charge of the beef department; R. P. Lamont, jr., livestock producer located at Larkspur,

Colo., treasurer; F. W. Sanborn, jr., secretary.

The board of directors includes the above named officers and Henry C. Van Schaack, J. B. Grant, J. F. White and Andrew Gienger, all of Denver.

The company is composed of 14 Colorado men, mostly of Denver, as stockholders. The capital stock consists of 250,000 shares of preferred bearing 7 per cent interest, and 5,000 shares of no par common.

The slaughtering plant just acquired is complete and up-to-date and is located at the junction of the Burlington railroad and 46th Avenue, adjoining the Denver stock yards. This plant is operated in cooperation with an extensive sausage factory and jobbing store in downtown Denver.

The Burkhardt Packing & Provision Co. always has borne a high reputation for excellence of products and efficiency of service and the officers of the new company have announced that the same high standards will be maintained.

Mr. Shearer will bring to the management of the new company more than 30 years' experience in the packing industry. He is one of the best known and popular packinghouse men in the West. Mr. Lamont has an enviable record as a producer of fancy beef cattle.

### NEW MEAT PLANT IN MAINE.

The Northern Meat and Products Corporation has been organized at Augusta, Maine, and has a plant under construction at Kennebec Siding within the city limits of Augusta.

The company will buy, slaughter and handle in refrigeration meat animals of all kinds, including poultry. They will render all by-products under proper sanitary methods and will operate a fleet of trucks in the collection of meat animals.

"The motor truck is a new convenience which places the producer close to the market," said Charles A. Fairbrother, president of the new corporation. He explained that Augusta was

selected as the location of the new plant from the fact that it is the best developed diversified farming area in Maine, also that it is a point from which radiate improved highways to all the principal cities and towns in the state, over which it is hoped to operate trucks 12 months in the year.

In addition to slaughtering and meat packing and the operation of a sausage factory, the Northern Meat and Products Corporation will manufacture soap, glycerine, poultry feed and organic fertilizer.

Russell Fairbrother, son of the president, will be associated with his father in the management of the new business.



R. M. SHEARER.  
Former Armour Manager Who Heads  
Denver Packing Enterprise.

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OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

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## Value of Beef Grading

Packers used to think there was no particular advantage in branding fresh meats.

To be sure, practically all packers had a system of grading, which was essential not only from the standpoint of sales but also so the packer could price his fresh meats.

In the case of beef carcasses, these naturally fell into grades of prime, good, medium and plain. Then there were some carcasses used for boning purposes only.

The quality of cattle coming on the market varies at different seasons of the year, and frequently from day to day.

Perhaps one day or one week the market will receive one or more carloads of just about the fanciest steers that can be produced. At a similar period there will be well-fed fancy cattle, but they may fail to measure up to the top notchers marketed at another period.

Yet they are the nearest to prime that the market has to offer, and it is

a question whether the ultimate consumer would be able to tell the difference between the fanciest beef and that from the carcass that fell slightly below specifications.

It has been difficult, therefore, to hold to specifications, but it has been proven to be very easy to grade beef sufficiently close for all practical purposes.

So satisfactory has this experiment been that many packers are branding or planning to brand all of the better grades of their carcass beef. In many cases the same brand names that are already well known on pork products will be used.

This has a distinct advantage to the retailer. He can specify the kind of carcasses he wants within a given brand, and can rest assured that he will get just what he orders as nearly as it is possible to give it to him.

Most beef slaughterers have their own beef shippers, who for years have graded carcasses to fill certain orders and to go to certain sections of the country. These same shippers can readily grade all beef on the rails, and will soon know just what can go in a specified brand and what can not.

Even if federal funds were not available for grading beef, there are packers and retailers who would be willing to pay for grading out of their own pockets. Perhaps this will become less and less necessary as all slaughterers come to a realization of the desirability of giving their beef a brand name.

There is just as much reason why beef should be sold according to brand as there is why hams and bacon should.

Most consumers would hesitate to buy a ham or a piece of bacon that carried no brand name. Even though they do

not know what the brand means, they have a feeling that the manufacturer who put up the product under that name had a certain responsibility in seeing that it was standardized, and that it was up to quality.

Undoubtedly there is variation in that quality, but this variation does not fall to a point below what can be included fairly under a given brand. When it does, the product must go into one of the plainer brands, to be offered to a different class of trade.

There has been a lot of bootlegging

in beef, and it has been a bad influence on beef consumption. Many consumers have turned away from a tough tasteless piece of beef that was advertised as fancy steer beef, in the belief that beef was not an especially good meat, and substituted for it either some other meat or more frequently some other food.

There is a place for all kinds and grades of wholesome meat, but the meat from the older, thinner animals should not be served as steaks purporting to come from an animal whose sole mission in life is to produce good meat.

Branding beef will do away with this. If it accomplishes nothing more, this will more than compensate for the effort expended in time and money.

## Why Not Merchandise Hams?

Demand for hams for the British trade is showing considerable improvement over that of a year ago, but the price for the American product is far under that for the Danish.

American packers seem to have settled down to the idea that because their product is longer in cure the taste is not so satisfactory, hence they must accept what they can get for their hams.

There may be some reason why the Danish product would bring more on the British market, but is there any real reason why it would bring as much as 50 per cent more?

Danish hams are quoted at 140 shillings, long cut hams at 98 shillings and American cut hams at 94 shillings.

The Danish product is offered at this price subject to previous sale. How much American product is quoted subject to previous sale?

*Could it be that packers' practice of consigning hams to the British market, and then taking what they can get for them, has an influence on the price spread?*

American hams sent to the British market are fancy hams. That market should yield a better return to the packer than merely serving to keep his stocks reduced and helping to stabilize the domestic market.

A study of merchandising methods might do a great deal to improve the position of the American product in the eyes of the British consumer.



# Practical Points for the Trade

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## Fresh—Smoked Thuringer

A sausage maker in the Central West wants to add Thuringer sausage to his list of manufactured products and asks for formula.

There are three kinds of Thuringer sausage—the fresh Thuringer, the smoked Thuringer summer sausage, and the dry Thuringer sausage.

Directions for the manufacture of both the fresh Thuringer and the smoked sausage of this name have appeared previously in THE NATIONAL PROVISIONER, but they are here repeated for the benefit of this inquirer and others who may have failed to preserve them at the time they appeared.

This inquirer says:

Editor The National Provisioner:

Please tell us how to make Thuringer sausage. They use a lot of it in the restaurants here in the summer time. We would like to know the meat formulas, also the spices used. We are already making a number of other kinds of sausage, all of which are commanding a good price. We make a sausage of good quality.

For the preparation of the popular Thuringer sausage served so extensively during the summer months, the following formula may be used:

### Fresh Thuringer Sausage.

#### Formula:

- 20 lbs. fresh lean veal or young boneless chucks, free from sinews.
- 50 lbs. fresh extra lean pork trimmings.
- 30 lbs. fresh back fat.

Grind the veal or chucks through the  $\frac{1}{2}$  in. plate of the grinder. Chop in the silent cutter adding 5 lbs. of ice. Chop medium fine, with 8 oz. of salt.

Grind the extra lean pork trimmings and back fat through the  $\frac{1}{4}$  in. plate of the grinder.

Mix all together, adding the following seasoning:

- 1  $\frac{1}{4}$  lbs. salt.
- 2 oz. ground nutmeg.
- 6 oz. ground white pepper.
- 2 oz. whole caraway seed.

\* Mix for 2 minutes.

Stuff in medium hog casings, and link in pairs 6 to 8 in. long.

Hang on clean sticks and put in cooler.

The product made by this formula is not smoked. It is a fresh sausage like pork sausage, and is usually fried and served with red cabbage.

### Smoked Thuringer Sausage.

If the inquirer wishes to make a Thuringer summer sausage, it is possible to manufacture such a product that may be sold fresh. It should not

be confused with the fresh Thuringer or Cervelat sausage.

A good formula for this Thuringer summer sausage is as follows:

- 80 lbs. lean boneless chucks (re-trimmed).
- 20 lbs. back fat or shoulder fat (all fat).

If any lean meat is left on the back fat, the sausage would have to be frozen in order to comply with government regulations regarding the use of pork in a sausage that is eaten without cooking. It is therefore best to leave out all lean pork and use only beef and back fat or shoulder fat entirely free of lean.

Grind the beef once through the  $\frac{1}{2}$  in. plate of the grinder. Cut the back fat in small pieces, about the size of an egg and spread this with seasoning consisting of

- 3 lbs. 6 oz. salt.
- 8 oz. sugar.
- 8 oz. ground white pepper.
- 2 oz. saltpeper.

Spread all over the ground beef and chop once more through the  $\frac{1}{2}$  inch plate of the grinder.

Put in the mixer and mix for 2 minutes. Shelf and hold in the cooler from 48 to 72 hours at 38 to 40 degs.

## Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me your reprint on "Making Dry Sausage."

I am not a subscriber to THE NATIONAL PROVISIONER.

Name .....

Street .....

City ..... State .....

5c in stamps enclosed.

F. Mix again for one minute. This makes it more pliable and easier to stuff.

Stuff in export or sewed hog bungs. Hold in the cooler for 24 to 48 hours. Then hold at room temperature, say 60 to 70 degs. F., for 4 to 5 hours.

Smoke for 24 hours at -80 to 100 degs. F. Take from the smokehouse and hang in the dry room at 55 to 60 degs. F. for 24 hours. It is then ready for sale.

This sausage is sold fresh and should not be held for any length of time. *This recipe should not be used for a sausage that is to be fully dried. It is a fresh Thuringer summer sausage.*

### Dry Thuringer Sausage.

Method of handling this product has already been fully described in THE NATIONAL PROVISIONER. Reprint of directions may be had upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, accompanied by 2c stamp.

## Using Sewed Hog Bungs

The question is raised whether or not sewed hog bungs can be used for cooked sausages. An Eastern subscriber says:

Editor The National Provisioner:

We understand that some sausage manufacturers use sewed hog bungs for liver pudding quite satisfactorily. Others claim that a sewed bung is not suitable for products that have to be cooked, as they believe they will not stand the cooking process.

Why is it that some can use them satisfactorily and others can not?

The inquirer wishes to know why some sausage makers can use sewed hog bungs satisfactorily and others can not.

Like many other things, the success in the use of the sewed bung depends largely on the operator. If the sausages are cooked at too high temperatures the sewed bung will burst. A hog bung is a pretty tough casing, and if properly sewed it should not be subjected to any greater percentage of breakage than the original article.

It should be possible to use the sewed bung for liver pudding, as the product is soft and is much easier to stuff than is a product like summer sausage. The objection made by some manufacturers, that a product as soft as liver sausage will ooze through the sewed places, is hardly well founded.

Of course a second cut bung will be subjected to a much higher percentage of breakage than the original bung would be.

*Do you use this page to get your questions answered?*



## Second Hand Pork Barrels

An Eastern cooperage company asks if it is possible to use second hand barrels. They say:

Editor The National Provisioner:

Why is it that some firms are not permitted to use second hand pork barrels, while others apparently use them freely? It seems that there is some government restriction against them. Do you know what it is?

Also, do you know of any way we can neutralize our barrels so there would be no objection, if there is any?

There is no reason why second-hand pork barrels can not be used provided they are in good condition. Most firms use these barrels over again. In fact, curers believe a used barrel gets better results. There are companies devoting themselves entirely to the buying of second hand barrels and preparing them for the use of the trade.

There is no objection from the standpoint of the Federal Meat Inspection Service, provided the barrel does not show misuse. The regulation applying to second hand barrels is as follows:

"Second-hand tubs, barrels and boxes intended for use as containers of any meat or product shall be inspected when received at the establishment and before they are cleaned. Those showing evidence of misuse rendering them unfit to serve as containers for food products shall be rejected. The use of those showing no evidence of previous misuse may be allowed after they have been thoroughly and properly cleaned.

"Steaming after thoroughly scrubbing and rinsing, is essential to cleaning tubs and barrels."

### ODORLESS RENDERING PLANT.

It has been pointed out repeatedly by THE NATIONAL PROVISIONER that, with proper methods and up-to-date equipment, a rendering plant can be so operated as to be practically odorless and unoffensive in any neighborhood.

Prompt disposal of material as it comes to the plant, cleanliness of equipment, buildings and surroundings, and the installation of some system for neutralizing the non-condensable gases, are the requirements to be met to put any plant in the odorless class.

There are throughout the country many rendering plants that are being operated without offence in this respect. An example of that sort of plant is the Pregulman Rendering Works, Lansing, Mich.

Built of steel and concrete, this plant is modern and sanitary to the last degree. Floors and walls are easily cleaned and flushed, and rendering and preparation departments are completely separated. Modern unloading and hoisting machinery, installed recently, makes the disposition of shop

fat and the skinning, eviscerating and grinding of carcasses easy, quick and clean.

Rendered fats are stored in light, airy rooms, and modern equipment insures the finest of products, the highest yields and the best keeping quality for products stored.

Condensing and vacuum equipment sufficient to take care of the two rendering vessels now employed has been installed, together with a high pressure water system with a capacity 50 per cent over the maximum need for condensing. The condensing and vacuum equipment is also sufficient to take care of two additional rendering vessels, if it is necessary to install them later.

In addition to this, one of the country's leading chemical engineers has laid out a system of neutralization by means of chlorine. This is patterned after the efficient systems installed at Toronto, Cleveland, Boston and New York, whereby non-condensable vapors are neutralized with chlorine gas without the introduction of excess of chlorine. This atmosphere of chlorine is, however, sufficient to kill any bacteria present about the plant from the raw material about to be rendered. The result is a sweet, neutral odor about the plant at all times.

The neutralizing system has been installed only recently, but already it is showing the best of results. Anyone approaching the neighborhood would be surprised to learn that he is near a rendering plant. The chlorine purification system also insures that the condensing water, which empties into a stream, is as pure and sweet as that from any other source.

Lansing may be proud of this fine, modern plant which stands as a monument to the perseverance of George Pregulman, its proprietor.

## How's Your Tank House?

Don't let inedible offal lie around the plant for hours before it goes to the tank.

If you do the place will smell to "high heaven."

Cook everything promptly.

Where the plant is small and accumulation slow, arrange the kill so that offal can get to the tank in a reasonable length of time.

Don't think, just because you don't notice the smell around your plant, that no one else does.

The tank house can give the whole plant a bad name if improperly operated.

Keep the plant cleaned up all the time. Then adopt modern means to overcome unpleasant odors unavoidable in processing.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### GUIDE PRACTICAL THINKING.

Does labor in the meat plant ever think?

This question, asked recently by THE NATIONAL PROVISIONER, aroused a lot of comment.

It was agreed that employers should do what many of them already are doing, and that is to encourage their employees to submit practical ideas for improvement in plant operations, ideas resulting from their observations at their work.

But it is now further suggested that merely to ask employees for suggestions isn't enough. John Hall, that packinghouse veteran, believes the employer must indicate the kind of suggestions for improvement he wants. In other words, he must guide the possible creative thought of his workmen.

Definite guidance of this sort is given to employees of a well-known industrial concern outside the packing field, revision of which somewhat as follows is suggested as a good questionnaire for meat men to submit to their workmen:

1. How to save what is now lost or wasted.
2. How to economize time, machinery, stock, supplies, etc.
3. How to make a better tool.
4. How to improve a particular operation.
5. How to eliminate hand or machine operations by changes in tools or methods.
6. How to handle the work better or quicker.
7. How arrangement of machinery, tools or supplies can be improved.
8. Suggestions for the use of material now being scrapped.
9. How to improve the quality and appearance of products.
10. How to improve the handling of material or finished product.
11. New features for increasing the usefulness of products.
12. How work can be done by fewer people to eliminate unnecessary help.
13. Improvements in ventilation, sanitation, and all other matters which will promote health, safety and comfort of employees.
14. How to improve methods of filing and handling information.
15. How to eliminate clerical work.
16. Suggestions for the elimination of unnecessary reports.
17. Where machinery can be used instead of hand work.

# Increasing the Consumption of "Red Hots"

## How the Packer and Sausage Maker Can Encourage Greater Care in the Preparation and Serving of Them

With the frankfurt or wiener-wurst season approaching meat packers and sausage makers are planning their merchandising campaigns on these meats.

"Red hots" are a staple meat food at all times, and they are particularly popular where outdoor crowds congregate.

And it is under such conditions, where the greatest sales possibilities exist, and where the most effort should be made to offer the goods in the most attractive manner, that the least care is often taken to prepare and serve them.

The problem of merchandising "red hots," and increasing the consumption of them, would be simplified were it possible for the meat packer and sausage maker to control the conditions under which they are offered to the public, and the manner in which they are prepared and served.

Unfortunately he cannot do this, but he can encourage the use by his customers of equipment that will enable purveyors to prepare these meats in a clean, sanitary, appetizing manner.

And it might be that the meat manufacturer would find it profitable—as some are already doing—to loan or lease such equipment to the customer who would agree to purchase his product exclusively.

Equipment for the cooking and serving of "red hots" has been devised to meet such conditions. Several of these "red hot" cookers have come on the market recently, and one has already been described in THE NATIONAL PROVISIONER. Here is another of a different type.

### Cooking Wieners by Steam

A new "red hot" cooker designed for use in roadside stands, lunch counters, restaurants, hotels—wherever "red hots" are sold—which operates on a different principle from other cookers for these meats, has been perfected and placed on the market recently.

In this new device steam is the cook-



WHERE "RED HOTS" ARE COOKED BY STEAM.

This new "red hot" cooker has a capacity of fifty pieces every five minutes. The cooking is done with steam. A compartment in the top keeps buns in good condition for serving.

ing medium. By using steam, it is claimed, the meats do not become dried up and frizzled, retain their juices, cannot burn or crust during the cooking operation and the casings do not burst. The steam, it is said, gives the meats a flavor that cannot be obtained in any other manner.

Another feature on which considerable stress is placed is that by using steam the "red hots" are never overcooked, and can be kept in the machine in just the proper condition for eating for hours, or even longer if necessary.

Provisions are also made to keep buns moist, hot and in good condition for serving.

At the top of the machine is a compartment of a size large enough to hold fifty buns. Just enough steam reaches this compartment to keep the buns moist and warm. Even buns that are a week old, it is said, may be restored to their original tastiness by allowing them to remain in this compartment a short time.

The cooker is compact in size, occu-

pies a space 22 by 12 in. and weighs only 35 lbs. It is rectangular in shape and contains four compartments—one in which the steam is generated, two in which the red hots are cooked in the steam, and one at the top for buns.

Steam is generated by electricity, or the cooker can be equipped for burning either gas or gasoline. A regulator is provided to give just the amount of heat desired.

Each of the "red hot" cooking compartments contains two shelves, on which the meats are placed while being cooked. The capacity of each compartment is 50 red hots. They are separated by a vertical partition.

In operation the operator serves out of one compartment while the meats in the other are cooking. When the door to one compartment is opened the steam is automatically shut off from that side. The cooking operation is finished in five minutes, which gives the machine a capacity of 50 sandwiches every five minutes.

The cooker is shown in the accompanying illustration. In some models glass is used to inclose the cooking compartments. Added sales value is thus provided for the users of the device, as customers and prospective customers may observe the cooking operation.

This machine is known as the "Wienie Mint," and is being placed on the market by Adams, Inc., Chicago, Ill.

### THE SALES MANAGER'S JOB.

"It is generally believed that it is wiser to hire and train raw material than attempt to secure a rival's star salesman," in the opinion of a sales manager who discusses the functions of his office in the eleventh booklet in the Business Organization series just released by the Policyholders Service Bureau of the Metropolitan Life Insurance Company.

The booklet, "Functions of the Sales Manager," a compilation of opinions on the subject, points out that no general agreement exists as to what constitutes the functions of that official in the present-day organization. From the material contributed to the report by leading business organizations through the country, however, a basic classification of duties from a practical standpoint has been drawn up. The selection of salesmen, their training, methods of compensation, sales promotion, sales direction, sales research, advertising and service are described in detail in their relations to the functions of the sales manager.

# A Page for the Packer Salesman

## The Salesman's Problems Theory and Practice in Selling Packinghouse Products

By T. R. Bradley.

(EDITOR'S NOTE.—At the request of THE NATIONAL PROVISIONER Mr. Bradley, a packinghouse salesman and sales manager of long experience, has prepared a discussion of the problems of the packinghouse salesman.

The first instalment discussed the relative position of the packer salesman in the industry, and the need for training. The second dwelt on the need for packer salesmen, and the difference between salesmen and "order takers." The third was on the making of salesmen, and what is needed to be able to make sales.

In this article Mr. Bradley tells how to get sales results.)

### How Sales Are Made.

It was pointed out before that *a sale is the result of equal balancing of sales pressure with sales resistance.* How and where to apply this pressure, then, is the salesman's problem.

It might be well to remember that *no one likes to be sold, but people do like to buy what they want when they want it.* Therefore, the pressure should be applied in such a manner as to *make the prospect want to buy.*

In other words, a sale is the result of an agreement. In order to effect an agreement the salesman should apply the pressure in the direction of the prospect's line of thought and not against it.

### Always Avoid Argument.

To do this he must necessarily avoid argument. Argument creates opposition, and no one likes to deal with an opponent.

By applying the pressure in the mind of the prospect he makes him see his need for the product—makes him want it bad enough to buy it. The salesman merely supplies the spark which sets the machinery of thought in motion in the mind of the prospective buyer.

He thinks to himself: "I don't want to buy any more goods. I have a fairly good stock and don't want to make my bills any larger. But I will probably have calls for this product and my present supply will be exhausted before the salesman returns. I can sell it at a good profit—I may get some new customers by keeping it in stock, etc."

Gradually the sales pressure going on in his mind balances the resistance, and he decides to buy.

This may be accomplished without the salesman saying a word. It may require only a picture, a taste, or a

mere suggestion. Again, it may require stronger pressure, depending, of course, upon the resistance encountered.

### How Customer's Mind Works.

A sales talk, presented properly, results in the following sequence of thought in the mind of the prospect:

1. Interest.
2. Understanding.
3. Conviction.
4. Decision (action).

The salesman must create interest in order to put the prospect's mind in a receptive mood.

He then proceeds to make him understand. A person cannot be convinced of anything unless he understands what is being told him.

After understanding comes conviction—belief in what has been said.

When he is convinced he is then ready to decide. If the desire is strong enough, he will buy.

It may require lengthy discussion and deliberation, or it may require only a second for this sequence of thought to transpire in the mind of the prospect.

### Each Item a Separate Sale.

In the case of packer salesmen's presentations, each item written on the order pad constitutes a separate sale.

If the dealer is not familiar with the product he must be interested, made to understand, convinced of its merits and prompted to action.

If he is already a user of the product and has been previously "sold" on its merits, it is only necessary then to show him his need for it (conviction), and induce him to order (action).

We are discussing general situations and average conditions. Therefore, we will discuss the sale in its entirety. Reference to a sale implies an order for one particular product rather than an assortment of products.

### Must Sell the Whole Line.

The fact that the packer salesman has such a wide variety of products to

sell makes his problem even more difficult. He must maintain interest, not merely in one product alone, but throughout his entire talk concerning all the products he has to sell.

He must likewise follow the same course in explaining his various products (making the customer understand), and in convincing the prospect and getting action.

These points are mentioned so that there will be no misconception of the discussion that follows which may appear to be dealing with only one commodity.

In his next article Mr. Bradley will discuss "Maintaining Interest" on the part of the customer.

### HOW SALESMEN PROGRESS.

I. M. Hoagland, general superintendent of branch houses, Armour and Company, recently listed some of the things a salesman can do to promote his company's welfare, as well as his own. They were as follows:

Create good will for the company through courtesy, tact and straightforward dealing.

Develop sufficient tonnage at proper gross margin not only to pay your way but enough more to leave a margin after expenses are applied.

Impress on customers the importance of caring for products when delivered to them thereby avoiding reclamations.

Stage Saturday store sales at least monthly and at lesser intervals, if possible.

Solicit business regularly and aggressively from primary dealers, especially on advertised products.

Analyze trade possibilities and formulate plans whereby greater tonnage and wider distribution may be secured.

He also said: "The intelligent, wide-awake, conscientious salesman is constantly striving to improve the business of his company, for he knows full well that his personal progress depends on whether or not the business is profitable."

### VETERAN SALESMAN KILLED.

Samuel G. Kennedy, veteran of the sales staff of the Hull & Dillon Packing Co., Pittsburg, Kan., was instantly killed on a recent morning while driving from Pittsburg to cover his sales route. He came in contact with a 33,000-volt line of a local power company which had been blown down by the wind, and both body and car tires were burned by the force of the current. Mr. Kennedy was 65 years of age and had been a packinghouse salesman for more than 35 years. He was finishing his 25th year with the Hull & Dillon Packing Co.





## Boost for American Hams

### Successful Scottish Packer Tells of Profitable Methods

The British public is being given the opportunity for the first time in its history to really know what American ham is like, according to R. Clement Wilson, of the firm of Robert Wilson & Son, Barrhead, Scotland.

Mr. Wilson is on a visit to this country, combining business and pleasure. In the course of a visit to the office of THE NATIONAL PROVISIONER at Chicago, he said that the necessity American packers are now under of shipping hams to the United Kingdom without borax eliminates much of the speculation that has been possible in boraxed meats in the past and forces the product into consumption shortly after its arrival on the other side.

When borax was used the product could be speculated in by British middlemen to a greater or less extent, because it could be held for some time before any great deterioration took place. As a result when the ham reached the ultimate consumer it did not always have the freshness and quality of the newly-shipped ham. This, in Mr. Wilson's opinion, has done much to turn the British consumer away from the American product.

The firm of Robert Wilson & Son, of which R. Clement Wilson is the son, was founded by the grandfather. The business is now in the hands of the second and third generation.

At the Chapelfield Bacon Factory at Barrhead, Scotland, no slaughtering is done, but extensive curing operations are carried on, as well as the operation of lard and oil refineries.

#### Best Results from Frozen Hams.

One feature of the curing has been the use of frozen hams. It has been found more satisfactory to buy frozen hams and give them a mild cure, rather than attempt to use cured hams. By so doing a standardized product can be bought, a standard cure given and a standard flavor developed. Thus variations in shrinkage and flavor are avoided, and the trade knows what to expect in the product.

A large number of cooked hams are sold in Scotland, and frozen hams enter into this trade as well as hams that are cured green. Mr. Wilson's firm prepares a cooked skinned ham, and one that has been properly fattened. This is possible in their bacon factory, as theirs is one of the few firms having facilities for taking care of the ham fat.

#### Bacon Trade in Scotland.

According to Mr. Wilson a large part of the bacon trade in Scotland is in

skinless rolled quarters. Dividing the hog carcass into quarters solves many problems, especially that of disposing of the less demanded cuts.

In the preparation of this bacon the carcass is skinned, the skin being removed with the hair on. It is prepared for the tannery just as a cattle hide or sheep skin would be.

The ham and half of the belly are made into one quarter and the shoulder and the other half of the belly into the other. The quarters are boned and placed in a strong pickle for two to three days, then drained for two days. If frozen quarters are used, the time in cure is shortened somewhat. After draining the bacon is rolled and ready for sale.

An interesting feature in the sale of this bacon is that no difference in price is made between the forequarter and the hindquarter.

Mr. Wilson's firm has operated one of the really successful bacon factories in the United Kingdom, having increased its business materially at a time when many other bacon factories were closing their doors.

He attributes much of their success in having kept up-to-date in modern curing and refinery practices through close attention for many years to the editorial and advertising columns of THE NATIONAL PROVISIONER. Robert Wilson & Son were among the earliest subscribers to THE NATIONAL PROVISIONER in Great Britain.

#### DESTINATION OF LIVESTOCK.

(Continued from page 25.)

erty may not be used without payment for its usage.

This is a very important point and should have careful consideration.

As if there had been a perfect understanding between the two governmental bodies, and a nicely "synchronized" action, the Packers and Stock Yards Administration picked up the jurisdiction where it was dropped by the commission, and gave its interpretation in the case of White Provision Company, Inc., vs. Atlanta Stock Yards, Inc., Docket No. 270.

#### Ruling of Packer Act Authority.

In this case the Atlanta Stock Yards Co. had been unloading livestock consigned to the packer, and making delivery of it into a certain barn generally used exclusively by the packer, and then or later delivering the stock to the plant.

At the same time the yard company held out the offer to deliver all stock unloaded by it at the chute pen gate free of charge to the consignee. For the service furnished the packer, a charge of \$4.00 per car was made and this was satisfactory to the packer.

Effective September 3, 1926, the stock

yards cancelled the former tariff and substituted therefor a new one imposing charges as follows:

Hogs, 10 cents per head.

Calves, 15 cents per head.

Cattle, 30 cents per head.

Effective January 9, 1928, after a period of dispute, the yard company discontinued the furnishing of men and the packer removed the stock direct to its own pens, instead of holding it in the yard company's barn.

As to all shipments prior to January 9, 1928, the secretary of agriculture held that there was no such difference between such stock and other stock marketed through the yards as to justify any difference in yardage.

As to all shipments subsequent to January 9, 1928, he held that there was a material difference in service, and that the charge for this lesser service should not exceed \$4.00 per car.

#### MAY LIVESTOCK SLAUGHTER.

Livestock slaughtered under federal inspection at various centers in the United States during May, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	5,494	1,549	72,237	1,301
Buffalo ..	9,647	3,680	75,187	7,534
Chicago	149,008	79,682	511,049	189,594
Cincinnati	11,100	10,039	79,409	4,628
Cleveland	7,023	8,396	79,470	9,872
Denver ..	8,746	1,808	34,869	10,141
Detroit ..	5,058	8,297	85,042	4,393
Ft. Worth	22,901	21,005	49,751	34,755
Indianapolis	15,915	3,091	73,658	2,330
Kansas City	68,971	19,090	351,002	120,624
Milwaukee	14,281	50,819	87,592	2,461
National				
St'k Yds.	21,346	16,356	113,826	25,960
New York	35,741	69,077	110,955	171,080
Omaha ..	88,594	6,401	191,022	138,589
Phila. ..	7,657	11,564	85,074	13,486
St. Louis	11,261	10,178	148,500	3,300
Sioux City	37,143	2,005	134,816	14,660
South St.				
Joseph ..	29,725	7,592	115,018	96,875
South St.				
Paul ..	40,941	67,710	172,763	7,273
Wichita ..	5,877	2,541	82,793	8,292
All other				
estab. .	126,661	78,585	1,229,748	148,003

Total:				
May, 1928	723,120	473,096	3,884,381	1,015,495
May, 1927	785,272	462,191	3,705,720	991,533
11 months				
end, May,				
1928	8,334,503	4,375,968	44,269,381	11,874,414
11 months				
end, May,				
1927	9,250,773	4,650,483	38,397,820	11,835,906

Inspections of lard at all establishments, 144-168,031 inspection pounds; compound and other substitutes, 29,101,166 inspection pounds; sausage chopped, 69,609,942 inspection pounds. Corresponding inspections for May, 1927: lard, 152,606,377 inspection pounds; compound and other substitutes, 42,527,189 inspection pounds; sausage chopped, 62,422,640 inspection pounds. (These totals of inspection pounds do not represent actual production, as the same product may have been inspected and recorded more than once in the process of manufacture.)

#### CANADA SLAUGHTERS IN MAY.

The inspected slaughter of cattle, calves, hogs and sheep in Canada during May, 1928, with comparisons, are reported by the Dominion Live Stock Branch, as follows:

	May		Jan.-May	
	1928.	1927.	1928.	1927.
Cattle .....	54,922	48,947	240,270	241,097
Calves .....	68,335	65,537	186,218	182,099
Hogs .....	218,751	212,835	1,206,586	1,131,622
Sheep .....	16,776	13,790	93,909	101,908



# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Quiet—Prices Steady—Hogs Firmer—Hog Movement Moderate—May Exports Disappointing—Hog Report Shows Decrease.**

The past week has shown a moderate improvement in provision prices with some gain in hog prices and a somewhat better feeling at the end of the period. The influences bearing upon the market have been a rather moderate movement of hogs at the principal points, with an undertone of firmness in the hog market and an absence of pressure.

The government pig report released June 26, was considered moderately bullish. This report showed a decrease of 7 per cent in the spring pig crop compared with 1927 for the United States as a whole and also for the Corn Belt States. This decrease is equivalent to about 4,000,000 head for the entire country, of which about 3,000,000 represents the decrease for the corn belt states. A decrease in the fall pig crop for this year is also indicated.

The number of sows farrowed in the spring of 1928 was 7.7 per cent less than last year and 9 per cent less for the corn belt states. While the reported average number of spring pigs saved per litter for the United States is about the same as last year, the corn belt average was somewhat larger than last year.

The reports from farmers show an increase of sows bred, or to be bred, of 12 per cent for the United States and 9 per cent for the corn belt over the number actually farrowed last fall, but it has been found that breeding intentions are not followed out. Assuming the average spread between June breeding intention and December farrowing, the decrease in fall farrowing this year will be 15 per cent for the United States and 9 per cent for the corn belt.

### Bacon Exports Increase.

The survey shows decreases in estimates for 1928 as compared with 1927 in the leading hog states as follows: Iowa, 8 per cent; Ohio, 3 per cent; Indiana, 9 per cent; Illinois, 10 per cent; Minnesota, 19 per cent; Kansas, 3 per cent; with an increase of about 7 per cent in Missouri, and ½ of 1 per cent in Nebraska.

The monthly report of provision exports for the month of May showed a decrease in exports of hams of nearly 2,000,000 lbs. for the month, while bacon increased about 2,000,000 lbs. The exports of lard decreased 9,000,000 lbs. For the 5 months ended with May, the exports of lard have decreased 51,000,-

000 lbs., while hams have increased 4,000,000 lbs. and bacon increased 14,000,000 lbs.

The exports of neutral lard have increased 3,000,000 lbs. The decrease in the exports of lard are about in line with the indications reflected in the weekly reports. The weekly figures brought up to the middle of June show a decrease of 42,000,000 lbs. compared with last year, a decrease in bacon of 14,000,000 lbs. and a decrease in ham of 1,000,000 lbs. The weekly report, however, had not been corrected with the monthly report showing the official clearances.

The actual receipts of hogs at the principal markets the past week show a total about in line with last year, and evidence no particular pressure to sell. With the total movement of hogs so far in excess of last year, the thought is being considered whether the surplus of hogs indicated by the December report of the pig situation and the later report of the total number of hogs in the country does not indicate that the surplus hogs have been fairly well distributed. Feeding costs have been high all through the spring and the price of hogs has not been very satisfactory compared with the price of corn.

### Feedstuffs Prospects Good.

The survey which has just been issued showed a probable decrease in the possible supply of pigs for market next fall and winter, and with the indications as shown for the possibilities of the fall supply of pigs, the position is very largely changed from that of a year ago. Then, the market was faced with the probabilities of a large supply of pigs and high feeding costs. At the present time the pig survey points to a decreased supply of pigs and the indications for the corn crop point to a liberal supply of feedstuffs.

The latest indications for the supply of feedstuffs, corn, oats, barley and hay, all indicate good crops, with the private estimates indicating a gain over last year in corn, oats and barley. This situation is reflected by the forward deliveries of oats and corn, and points to a decided decrease in feeding costs owing to the larger supplies of feed grain in prospect, and the Government Pig Survey indicates a smaller supply of hogs to consume the grain.

There appears to be no change in the export situation. The shipments are running quite steadily under last year. The lard exports for the past week were 5,000,000 lbs. under last year and meats about 2,000,000 lbs. under. The reports from Europe still tend to indicate the possibilities of a later demand in some volume for American meats due to the excessive marketing of the domestic supplies.

Production of lard in May is given at 140,414,000 lbs., against 131,635,000 lbs. last year.

**PORK**—The market at New York was quiet but steady with mess quoted at \$30.50; family, \$34.50; fat backs, \$26.00@29.00. At Chicago, mess was quotable at \$29.00 with trade slow.

**LARD**—Demand in the east was fair and the market firmer, with prime western quoted at 12.60@12.70c; middle western, 12.45@12.55c; city, 11½¢@11½¢; refined continent, 12½¢; South America, 13½¢; Brazil kegs, 14½¢; compound, car lots, 12c; less than cars, 12½c. At Chicago, demand was fair with regular lard in round lots quoted at 5c under July; loose lard, 70c under July; leaf lard, 132½¢ under July.

**BEEF**—Trade was rather quiet in the east but the market was steady, with mess quoted at \$22.00 at New York; packet, \$23.00; family, \$24.00@25.00; extra India mess, \$39.00@40.00; No. 1 canned corned beef, \$3.10; No. 2, 6 lbs., South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 40 for later markets.

### PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended June 23:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended			
	June 23, 1928.	June 25, 1927.	June 16, 1928.	June 23, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	2,579	2,274	1,908	62,979
To Belgium	1,987	3,034	2,246	67,022
United Kingdom	2,400	2,208	1,803	51,932
Other Europe	14	48	12	4,255
Cuba	165	18	93	5,578
Other countries	14	18	93	5,578

#### BACON, INCLUDING CUMBERLAND.

	June 23, 1928.	June 25, 1927.	June 16, 1928.	June 23, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,987	3,034	2,246	67,022
To Germany	125	90	431	6,424
United Kingdom	1,313	2,504	1,430	27,971
Other Europe	318	306	302	20,369
Cuba	31	134	82	4,051
Other countries	31	134	82	4,051

#### LARD.

	June 23, 1928.	June 25, 1927.	June 16, 1928.	June 23, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	11,361	15,562	10,979	378,863
To Germany	2,240	7,030	4,001	87,940
Netherlands	672	1,620	749	21,039
United Kingdom	5,648	4,412	4,035	128,980
Other Europe	1,358	486	106	42,447
Cuba	1,085	1,596	871	38,682
Other countries	358	418	1,127	59,795

#### PICKLED PORK.

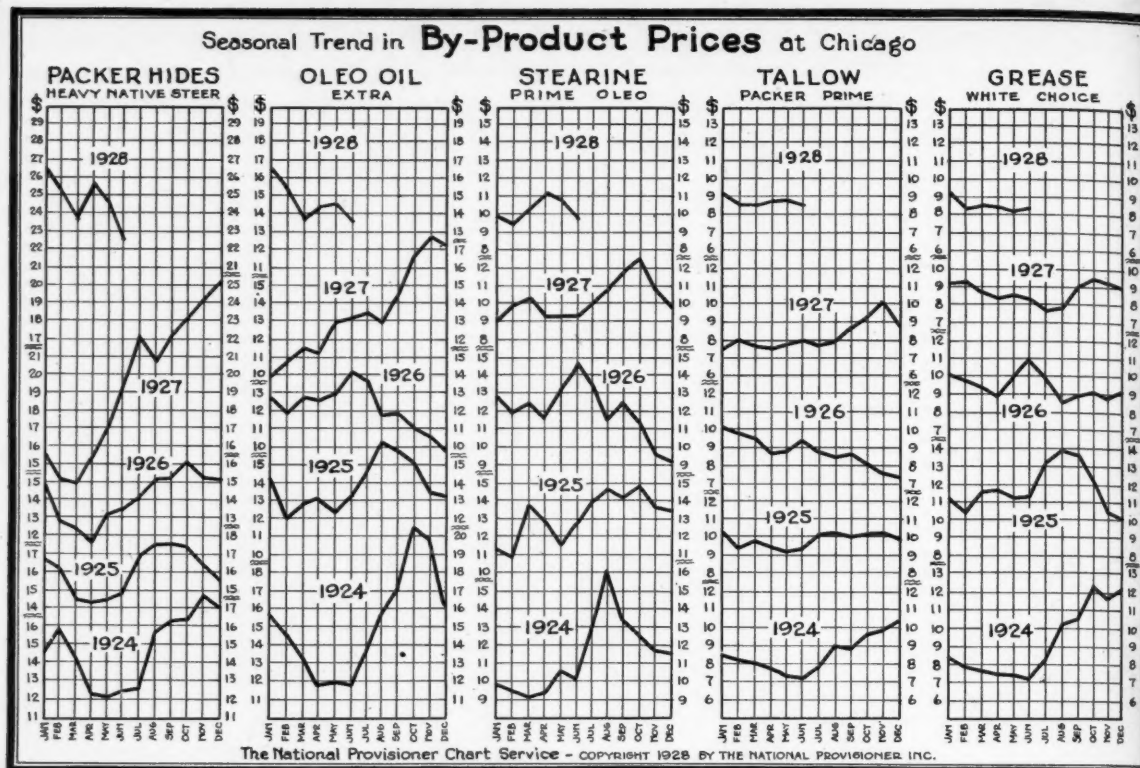
	June 23, 1928.	June 25, 1927.	June 16, 1928.	June 23, 1928.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	142	328	297	14,467
To United Kingdom	69	66	66	2,517
Other Europe	137	150	175	3,386
Canada	5	100	56	7,674
Other countries	5	100	56	7,674

#### TOTAL EXPORTS BY PORTS.

	Week ended June 23, 1928.			
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled, M lbs.
Total	2,579	1,987	11,361	142
Boston	1	563	2,849	5
Detroit	1,738	763	2,146	48
Port Huron	763	221	1,456	6
Key West	14	1	1,046	6
New Orleans	64	1	307	....
New York	1,191	5,544	....	....
Philadelphia	....	69	....	....

#### DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, Lard, Pickled, M lbs. M lbs. M lbs. M lbs.			
Exported to:				
United Kingdom (total)	2,400	1,513	....	....
Liverpool	908	1,023	....	....
London	423	71	....	....
Manchester	60	....	....	....
Glasgow	382	....	....	....
Other United Kingdom	337	419	....	....
Exported to:				
Germany (total)	2,240	2,240	....	....
Hamburg	2,129	....	....	....
Other Germany	111	....	....	....



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of by-product prices for the first six months of 1928, compared with those of the four years previous.

**Hides.**—The market on heavy native steer hides has shown a sharply downward trend from the January peak of 26½¢. This was brought about in part by a world situation in hides and by a standstill in the leather market. Late in March the South American market improved, and this was reflected here in sharply higher prices, the situation being further strengthened by the closely sold up position of packers. The market again reached a 26¢ top.

These high prices were followed by another decline in the South American market which turned many tanners in this country to that market for their supplies. The Chicago market on hides worked lower from that time till toward the end of June when the production of quality hides had a strengthening influence.

The hides now being produced are of the best quality of the year, and although there has been some decline in cattle slaughter over the entire world, the weak South American situation seems to have outweighed these ad-

vantages somewhat. Packers generally have their April and May production well cleaned up so these intermediate hides are out of the way of the take-off of the high grade hides beginning with the June production.

**Oleo Oil.**—Prices of oleo oil took a tumble during February and March, as the result of a falling off in the export demand and weakness in the compound market. However, supplies are not burdensome due to the light cattle runs.

**Stearine.**—Through January and February the stearine market was slow and weak, the demand being restricted by limited compound trade. During March both packers and compounders were strong buyers, and with the improvement in the export demand in April, prices steadied at the higher levels. During the last half of May and in June the market has been weak. The supply is such, however, that sellers have not been pressing the market.

**Tallow.**—The tallow market has held fairly steady throughout the year, fluctuating within a reasonably narrow range. This market was adversely affected by the weakening in the export de-

mand for choice white grease which backed this product up into domestic soap kettles. The tallow market would have been much stronger if it had not been faced with the white grease competition.

**Grease.**—Such weakening as has taken place in the market for choice white grease has been the result of a slowing up of export demand. On the other hand, supplies have been none too heavy. In spite of the fact that large numbers of hogs were slaughtered these hogs averaged lighter in weight and the percentage of hogs to the grease tank is steadily declining. This is due to disease eradication and to greater care to avoid deadage in shipping, in the stock yards and in runways and house pens.

#### LARD AND GREASE EXPORTS.

Exports of lard from New York, June 1, 1928, to June 27, 1928, 21,850,405 lbs.; tallow, 72,812 lbs.; grease, 1,869,400 lbs.; stearine, 40,000 lbs.

#### DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending June 23, 1928, were 5,007 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The developments in the tallow market the past week has been one of a limited trade with the undertone about steady. A moderate business in small lots was said to have passed in New York at 8¼ and 8½c f.o.b., but the bulk of the business appeared to react at the lower levels. Offerings were not heavy but, on the other hand, demand was moderate, with the larger factors reporting holding off until after the inventory takings. As a whole, the tone grew steadier as the week rolled on, with some of the large producers holding for 8½c f.o.b. Buyers were not inclined to climb for supplies. As is usual, the contention was made that a good part of the 8¼c sales was outside stuff.

Competing greases were steady to firm. At New York, special was quoted at 8c; extra, 8¼c; edible, 9½c. At Chicago, the market was more active, with prime packer selling at 8½c f.o.b. Kansas City for prompt and first half July shipments. At Chicago, edible was quoted at 8½c; fancy, 8¾c; prime packer, 8¾c@8½c; No. 1, 8c; No. 2, 7½c.

At the London auction 522 casks were offered and 433 sold, with mutton quoted at 41s 6d@42s 6d; beef, 41s@44s; good mixed, 38s@41s. At Liverpool, Australian tallow was unchanged, with fine quoted at 43s and good mixed at 39s 9d.

**STEARINE**—The market was moderately active but steadier, with sales reported at 9½c and 9¾c at New York. At Chicago, oleo was quiet and steady and quoted at 9½c.

**OLEO OIL**—Demand was very quiet but the market was about steady, with extra New York quoted at 13½c; medium, 12½c; lower grades, 11@11½c. At Chicago, the market was steady but quiet with extra quoted at 13½c.

See page 40 for later markets.

**LARD OIL**—A slow demand made for an easier tone at New York with edible quoted at 16¼c; extra winter, 13c; extra, 12½c; extra No. 1, 12¼c; No. 1, 11½c; No. 2, 11¼c.

**NEATSFOOT OIL**—Demand was limited to small lots and prices were easier, with pure New York quoted at 15¼c; extra, 12½c; No. 1, 11¼c; cold test, 18¼c.

**GREASES**—Demand, as a whole, was quiet and the market was barely steady. Offerings were fair but were not pressed. The buying appeared to be of a routine character, and the trade generally was not looking for a better demand from consumers until some time next month.

At New York, superior house was quoted at 7½c@7¾c; choice yellow, 7½c@7¾c; A white, 7½c; B white, 7½c; choice white, 9½c. At Chicago, the market was more active on greases, choice white selling together with prime packer at 8c f.o.b. Kansas City for

prompt and first half July shipment. Brown grease sold at 7½c, delivered Cincinnati, and yellow, around ten acid, at 7½c c.a.f. Chicago. At Chicago, brown was quoted at 7½c@7¾c; yellow, 7½c@7¾c; B white, 7½c; A white, 8c; choice white, 8¼c.

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ended June 23, 1928, with comparisons, as follows:

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses...	5,899	7,457	7,908½
Cows, carcasses...	305	379	397½
Bulls, carcasses...	132	107	83
Veals, carcasses...	8,811	12,382	11,177
Lambs, carcasses...	29,168	25,557	23,345
Mutton, carcasses...	4,018	5,005	3,161
Beef cuts, lbs....	492,779	524,009	269,682
Pork cuts, lbs....	1,168,315	1,197,104	1,164,380
Local slaughters:			
Cattle .....	10,318	10,310	9,375
Calves .....	14,692	14,737	15,107
Hogs .....	44,512	45,917	44,939
Sheep .....	45,206	51,018	49,418

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended June 23, 1928, with comparisons, were as follows:

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses .....	1,974	2,477	2,548
Cows, carcasses .....	896	907	881
Bulls, carcasses .....	363	357	386
Veals, carcasses .....	1,787	2,241	2,531
Lambs, carcasses .....	10,744	10,741	10,548
Mutton, carcasses .....	1,782	2,663	1,069
Pork, lbs. ....	577,778	439,191	380,508
Local slaughters:			
Cattle .....	2,132	1,989	1,768
Calves .....	2,775	3,150	2,952
Hogs .....	14,196	16,854	15,387
Sheep .....	3,132	5,375	5,384

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection for the week ended June 23, 1928, with comparisons, are officially reported as follows:

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Western dressed meats:			
Steers, carcasses .....	2,155	2,324	3,541
Cows, carcasses .....	939	1,231	2,243
Bulls, carcasses .....	49	33	41
Veals, carcasses .....	1,524	1,460	1,403
Lambs, carcasses .....	13,635	12,506	13,205
Mutton, carcasses .....	1,028	1,073	291
Pork, lbs. ....	402,064	434,791	422,639
Local slaughters:			
Cattle .....	1,197	1,043	1,304
Calves .....	892	1,540	2,801
Hogs .....	14,886	15,018	17,517
Sheep .....	3,372	4,498	4,309

How do you deodorize vegetable oils? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

## By-Products Markets

Chicago, June 28, 1928.

### Blood.

Good grades of blood offered freely at \$5.00 f.o.b. Central West points. Lower grades moving at lower price levels.

Unit Ammonia.

Ground and unground.....\$4.50@5.00

### Digester Hog Tankage Materials.

This market very quiet, with offerings light. Low testing goods moving at about the same level as the higher grades.

Unit Ammonia.

Ground, 11½@12% ammonia....\$5.00@5.25 & 10m  
Ungrd., 11½ to 12% ammonia....4.90@5.15 & 10  
Ground, 6 to 8% ammonia.....4.90@5.15 & 10  
Ungrd., 6 to 8% ammonia....4.25@4.50  
Liquid stick, 7 to 11% ammonia. 4.00@4.25n

### Fertilizer Materials.

High grade ground quoted at \$4.50 and 10, Chicago, with slightly lower quotation at some outside points.

Unit Ammonia.

High grd., ground, 10% am....\$4.50@4.50 & 10  
Lower grd., gr. and ungr., 6-9% am. ....@4.25  
Hoof meal .....4.00@4.25  
Bone tankage, low grd., per ton.24.00@25.00

### Bone Meals.

Little trading in this market, most of the product being deliverable on contract.

Per Ton

Raw bone meal .....\$55.00@60.00  
Steam, ground .....@30.00  
Steam, unground .....@28.00

### Cracklings.

Crackling market quiet, with buyer's views somewhat weaker than seller's.

Per Ton

Hard pressed and exp. unground, per unit protein .....\$1.15@1.20n  
Soft prod. pork, ac. grease & quality. ....@30.00  
Soft prod. beef, ac. grease & quality. ....@50.00

### Gelatine and Glue Stocks.

Quality jaws, skulls and knuckle bones \$41.00@43.00, Chicago. Sinews, pizzles and hide trimmings nominally \$30.00@31.00. Market dull.

Per Ton

Kip and calf stock .....\$40.00  
Rejected manufacturing bones .....52.50@55.00  
Horn piths .....45.00@46.00  
Cattle jaws, skulls and knuckles....41.50@43.00n  
Sinews, pizzles and hide trimmings..30.00@31.00n  
Pig skin scraps and trim., per lb...@4.00

### Horns, Bones and Hoofs.

Hoofs are quoted at \$40@45 per ton, nominal. Market inactive.

Per Ton

Horns, according to grade .....\$40.00@150.00  
Round shin bones .....55.00@65.00  
Flat shin bones .....55.00@60.00  
Cattle hoofs .....40.00@45.00n  
Junk bones .....20.00@30.00  
(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

### Animal Hair.

There is still some demand for sum-

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio  
**Buyers of Beef and Pork Cracklings**  
**Both Soft and Hard Pressed**



mer coil dried hog hair, as well as winter coil dried. Last sale at \$40.00 per ton.

Cold and field dried ..... @ 2c  
Processed grey, per lb. .... 3 @ 5c  
Cattle switches, each\* ..... 4 @ 5 1/4c

\*According to count.

## EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, June 27, 1928.

The new prices for sulphate of ammonia for delivery over the next year were announced. They are the same as last year, and it is reported that no change will be made in foreign synthetic products prices, they also remaining the same as last year.

Dried blood sold at \$4.75 basis f.o.b. New York, with spot stocks cleaned up. South American sold last at \$4.95 c.i.f. and sellers are quoting higher prices up to \$5.05 c.i.f. There is little interest among the buyers of this material just now.

Tankage is moving only in a small way, and some resale lots have been offered on this market which were bought by feeding buyers. Last sale was at \$4.65 & 10c basis f.o.b. New York for prompt shipment.

Cracklings 50-55% are held at \$1.15 f.o.b. New York, with several bids being made at \$1.12 1/2 which have been refused by present sellers, although it was at that price that last sales were made.

Nitrate of soda is easy due to the small demand for spot delivery and there is not much interest being shown in futures.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 27, 1928. — Latest quotations on chemicals and soap makers' supplies:

Extra tallow, f.o.b. seller's plant, 8 1/4 c lb.; Manila cocoanut oil, tanks, New York, 8 1/2 c lb.; Manila cocoanut oil, tanks, coast, 8 1/2 c lb.; Cochinchina cocoanut oil, barrels, New York, 10 1/2 c lb.

P. S. Y. cottonseed oil, barrels, New York, 12 1/2 @ 12 3/4 c lb.; crude corn oil, barrels, New York, 11 1/4 c lb.; olive oil, foots, barrels, New York, 10 1/2 @ 10 3/4 c lb.; 5 per cent yellow olive oil, barrels, New York, \$1.25 @ 1.30 gal.

Crude soya bean oil, barrels, New York, 11 1/2 @ 12 1/4 c lb.; palm kernel oil, barrels, New York, 9 1/2 c lb.; red oil, barrels, New York, 9 1/4 @ 9 3/4 c lb.; Nigre palm oil, casks, New York, 7 1/4 @ 7 3/4 c lb.; Lagos palm oil, casks, New York, 8 1/2 c lb.; glycerine (soaplye), 7 1/2 c lb.

## The Blanton Company

ST. LOUIS

Refiners of  
**VEGETABLE OILS**  
Manufacturers of  
**SHORTENING**  
**MARGARINE**

## PROBLEMS OF OIL MILLING.

Year's Test Figures Show Still Much to be Done.

(Special Report from the Fort Worth Laboratories.)

Fort Worth, Tex., June 25, 1928.— Each season the oil mills in the Southwest are confronted with the problem of milling efficiently cottonseed that have not matured properly. These seed are small and dry, causing endless difficulty in separation and extraction, and in maintaining protein in the cake up to guarantee.

A glance through our averages of previous years indicates very little improvement on the average. However, constant experimenting has resulted in some improvement by a few mills, and as the knowledge of how to work this type of seed becomes more widely distributed, an improvement in the average will occur.

The premium rule on better than prime oils has this season yielded more for the oil mills than can be expected on the average in the future, owing to the very high quality of the oil produced in the Southwest.

The report for the yearly period, August 1, 1927, to May 15, 1928, follows:

	SEED.				
	Moisture	Ammonia	% Oil	Gals. Lbs. Oil. Cake, 100 Lbs. 43%	Waste Protein
Avg. all mills	8.00	4.28	18.33	38.9	915
Yr. avg.					
Best	8.04	4.47	18.79	40.0	958
Worst	7.98	4.36	17.21	36.0	931
1926-27	8.36	4.35	17.21	36.0	931
1925-26	8.85	4.38	17.90	37.7	937
1924-25	7.90	4.16	17.83	37.5	888
1923-24	8.92	4.27	17.20	36.1	913
1922-23	7.21	4.08	19.05	40.7	809
1921-22	7.17	4.17	18.85	40.2	800
1920-21	10.33	4.04	19.37	41.5	859
1919-20	10.63	3.95	18.07	38.2	839
1918-19	8.65	4.33	16.77	34.8	926
1917-18	7.90	4.26	17.41	36.5	911
1916-17	8.05	4.25	18.18	38.5	908
1915-16	9.08	4.12	18.40	38.1	878
1914-15	9.48	4.24	16.91	35.2	906

	CRUDE OIL.			
	Refining Loss.	Color Red.	Acid Free.	
Avg. all mills	7.6	6.3	1.3	
Yr. avg.				
Best	3.2	5.7	0.8	
Worst	8.7	6.4	1.0	
1926-27	9.3	7.1	1.9	
1925-26	10.5	8.1	2.7	
1924-25	7.9	5.8	1.7	
1923-24	12.2	7.8	3.0	
1922-23	7.6	5.8	0.9	
1921-22	9.0	6.5	1.8	
1920-21	9.5	7.6	1.9	
1919-20	19.0	14.4	5.3	
1918-19	10.7	8.0	2.5	
1917-18	8.6	7.8	2.1	
1916-17	7.6	7.0	1.8	
1915-16	9.4	6.9	2.0	
1914-15	8.8	6.5	1.5	

	CAKE AND MEAL.				
	Moisture	Ammonia	Protein.	Oil.	Standard.
Avg. all mills	7.52	8.26	42.41	6.39	0.77
Yr. avg.					
Best	8.35	8.33	42.78	5.50	0.67
Worst	7.90	8.26	42.45	7.18	0.87
1926-27	7.63	8.39	43.11	6.52	0.77
1925-26	7.89	8.31	42.67	6.70	0.80
1924-25	7.54	8.21	42.21	6.46	0.78
1923-24	8.14	8.22	42.26	6.07	0.73
1922-23	7.94	8.29	42.62	6.41	0.77
1921-22	7.78	8.50	43.70	6.86	0.80
1920-21	8.30	8.52	43.84	6.87	0.81
1919-20	8.70	8.50	43.69	7.01	0.82
1918-19	8.06	8.17	41.90	6.34	0.78
1917-18	7.88	8.13	41.77	6.50	0.80
1916-17	7.60	8.07	41.48	6.52	0.81
1915-16	8.29	8.23	42.27	6.42	0.78
1914-15	8.15	8.85	45.48	6.89	0.78

## HULLS.

	Seed and Meats.	Oil in Halls.	Loss per ton in		
			Total Exc. of Oil.	Stand.	Stand.
Yr. avg.	.18	.76	.84	.14	2.31
Best	.02	.45	.53	.01	1.41
Worst	.24	1.29	1.47	.39	4.52
1926-27	.08	.69	.73	.09	1.94
1925-26	.10	.72	.82	.13	2.13
1924-25	.32	.70	.84	.14	2.24
1923-24	.09	.67	.74	.10	1.97
1922-23	.09	.95	1.04	.11	2.77
1921-22	.01	1.09	1.17	.33	3.12
1920-21	.05	.90	.96	.09	2.56
1919-20	.10	.86	.72	.18	1.92
1918-19	.07	.67	.76	.16	2.03
1917-18	.01	.98	1.16	.52	3.09
1916-17	.09	.94	1.07	.45	2.83
1915-16	.10	.79	.79	.45	2.10
1914-15	.09	.68	.77	.21	2.05

## MEAT AND FAT EXPORTS.

Exports of meats and fats during May, 1928, and for the five months ended with May, with comparisons for the same periods last year, are given by the U. S. Department of Commerce as follows:

	MAY.	1928.	1927.
Total meats and meat products, lbs.	34,685,845	33,219,612	10,055,638
Value	\$ 5,776,490	6,630,440	
Total animal oils and fats, lbs.	66,582,438	77,577,386	
Value	\$ 8,313,194	10,055,638	
Beef and veal, fresh, lbs.	158,475	127,053	
Value	\$ 36,198	23,718	
Beef, pickled, etc., lbs.	875,221	1,031,470	
Value	\$ 114,457	111,402	
Pork, fresh, lbs.	976,941	577,968	
Value	\$ 136,101	112,406	
Wiltshire sides, lbs.	56,993	15,000	
Value	\$ 8,875	4,198	
Cumberland sides, lbs.	571,463	675,632	
Value	\$ 92,580	134,304	
Hams and shoulders, lbs.	11,390,286	13,091,777	
Value	\$ 1,838,036	2,827,281	
Bacon, lbs.	9,692,364	7,851,894	
Value	\$ 1,318,432	1,250,040	
Pickled pork, lbs.	3,084,527	2,720,154	
Value	\$ 364,400	390,815	
Olivo oil, lbs.	6,631,137	8,063,094	
Value	\$ 919,539	915,517	
Lard, lbs.	55,540,310	64,418,395	
Value	\$ 7,922,797	8,537,515	
Neutral lard, lbs.	2,714,453	1,895,220	
Value	\$ 350,807	262,971	
Lard compounds, animal fats, lbs.	277,916	610,297	
Value	\$ 37,326	75,061	
Margarine of animal or vegetable fats, lbs.	68,157	82,723	
Value	\$ 11,761	12,707	
Cottonseed oil, lbs.	1,842,750	8,286,202	
Value	\$ 184,283	663,410	
Lard compounds, vegetable fats, lbs.	422,102	583,324	
Value	\$ 57,985	78,493	

## FIVE MONTHS ENDED MAY.

	1928.	1927.
Total meats and meat products, lbs.	182,653,536	159,549,849
Value	\$29,469,571	\$1,872,588
Total animal oils and fats, lbs.	391,214,284	360,852,117
Value	\$50,483,225	\$40,940,196
Beef and veal, fresh, lbs.	860,690	847,200
Value	\$ 196,934	161,305
Beef, pickled, etc., lbs.	3,398,020	6,929,396
Value	\$ 444,205	756,495
Pork, fresh, lbs.	6,435,479	3,622,194
Value	\$ 990,339	690,331
Wiltshire sides, lbs.	341,884	185,838
Value	\$ 52,110	40,046
Cumberland sides, lbs.	2,552,989	2,244,263
Value	\$ 387,204	449,985
Hams and shoulders, lbs.	55,851,633	51,735,423
Value	\$ 9,448,744	11,823,510
Bacon, lbs.	57,462,860	43,492,974
Value	\$ 7,571,157	7,444,317
Pickled pork, lbs.	13,070,041	10,796,065
Value	\$ 1,738,347	1,613,736
Olivo oil, lbs.	27,515,184	30,719,835
Value	\$ 3,805,165	4,263,249
Lard, lbs.	243,554,888	294,528,868
Value	\$43,919,495	\$39,484,854
Neutral lard, lbs.	12,985,291	9,601,001
Value	\$ 1,737,321	1,415,255
Lard compounds, animal fats, lbs.	2,110,512	5,129,925
Value	\$ 277,981	586,634
Margarine of animal or vegetable fats, lbs.	326,632	367,190
Value	\$ 51,085	56,925
Cottonseed oil, lbs.	33,428,099	35,571,582
Value	\$ 2,922,006	2,959,729
Lard compounds, vegetable fats, lbs.	2,423,304	2,516,997
Value	\$ 320,998	315,890



# Vegetable Oil Markets

## WEEKLY REVIEW

Market Active—Undertone Firmer—  
Considerable Evening Up—Rainy  
Weather Factor—Cash Trade Slow—  
Crude Quiet—Lard Better—Pig Re-  
port Bullish.

Considerable activity developed in cotton oil futures on the New York Produce Exchange the past week, and the market scored a fairly good advance in the face of heavy July liquidation. This was largely the result of broader outside buying power and local absorption on unfavorable rainy weather in the south and strength in cotton.

Short covering was aggressive for a time, while a helpful feature was the persistent absorption of the July liquidation by practically all of the refiners' brokers. It was apparent that the open July interest was large and that refiners were anxious to get their hedges back or transfer them to the later months. The trade was looking for deliveries of 15,000 to 20,000 bbls. on July contracts, but at the same time the indications were, according to those well versed, that the deliveries would readily be taken care of.

An overbought condition developed and the market suffered a good reaction from the highs. This was due to realizing and selling when cotton eased. The developments in the white commodity of the south had the most influence on oil throughout the week, although a better tone in lard helped at times. The July delivery widened to 50 points under September and 60 under October at which difference refiners' brokers did considerable switching and relieved the market of quite a load of nearby futures.

### Cash Demand Slow.

The relative strength in the distant months was not surprising owing to the complaints regarding the new cotton crop. More or less surprise was occasioned, however, by the fact that the weekly weather report was somewhat

more favorable than generally anticipated, and incidentally said little regarding the weevil.

The ring crowd long of the market took profits on the upturn, while some were inclined to fight the advances. The news as a whole was more mixed in character, however, but the trade was still confronted with a rather poor cash demand, which made some skeptical of the bulges holding. However, uncertainties as to the new crop were in

evidence everywhere and it was generally felt that a protracted period of warm dry weather would be most beneficial for the immediate future.

As a whole, reports indicate that consumers' stocks are limited. Some made the assertion that were refiners to advance their oil and compound prices the trade would readily absorb some 300,000 to 400,000 bbls. of oil, while others felt that the consumer was inclined to let the refiner carry the stocks owing to the fact that the latter will not and has not been selling the consumer contracts for more than 30 days or so this season.

The situation as to demand, however, would appear to be healthier in that the small stocks will force steady hand to mouth buying. In the aggregate, this could make for a fairly good consumption from month to month. There were quite a few who felt that if the future market maintained most of the advance, the refiners would raise cash prices.

### Hog Market Firmer.

The hog market has been firmer, with the run moderate. At the same time the Government June pig survey indicated a decrease of 7 per cent in the spring pig crop compared with last year, equal to 4,000,000 head. It also indicated a decrease in the fall pig crop for this year compared with last. Provision men locally figured that this might mean some 6,000,000 to 8,000,000 less hogs than the previous season. On the other hand, lard production continued heavy, and reports still indicated that the stocks were steadily increasing although the time of the year is rapidly approaching when the stocks should start to go down.

In the crude markets there was little of interest. Old crude was in small supply and, therefore, having little effect. Very little was reported being done in new crude, although at times it was said that refiners were selling October futures against purchases of new Texas crude at 8½c, giving a favorable hedging differential of about 210 points.

The weather map during the months of July and August in the south promises to be the factor in oil. The trade

## SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

### New Orleans.

New Orleans, La., June 28, 1928.—The bullish government pig survey and continued unfavorable weather more than offset heavy tenders of July New York oil, declines being small and of short duration. Consensus of opinion here is that even a moderate crop is improbable and that higher oil late summer and early fall is now assured. July liquidations New Orleans futures accomplished by switching into September and October at twenty-three to twenty-five points and into December at thirty-five points. Large volume with no tenders of actual oil. Crude is firm at 9c bid, 9½c asked in all directions. Bleachable steady at 9½c bid, 10 cents asked, New Orleans, with higher limits necessary to move fair sized lots. Crop continued late.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 28, 1928.—Crude oil is in better demand and sales have been made at 9c for nearby, while 9½c are bid for forward shipment. Forty-one per cent meal, \$56.00@58.50; loose cottonseed hulls, \$10.25 nominal f.o.b. Memphis.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 28, 1928.—Prime cottonseed delivered Dallas, nominal; prime crude oil, 9c; forty-three per cent cake and meal, f.o.b. Dallas, \$57.00; hulls, \$13.00; mill run linters, 4¼@6c. Market very quiet. Considerable rain past week.

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PRODUCE EXCHANGE BLDG.

NEW YORK CITY

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## COTTON SEED OIL

CRUDE

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Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

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The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

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## COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil  
BOREAS, Prime Winter Yellow  
VENUS, Prime Summer White  
STERLING, Prime Summer Yellow  
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ALL VEGETABLE OILS  
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COTTON OIL FUTURES  
On the New York Produce Exchange**

generally feels that production of cotton depends to a large extent upon climatic conditions during that period. The weevil situation is being watched closely, and while oil and lard supplies in the visible are sufficient for all immediate requirements until new oil is available, the question of oil prices is not so much dependent upon that fact as it is upon the new crop outturn, and whether or not a cotton crop sufficiently large will be raised to maintain comfortable supplies above requirements for the next year.

**COTTONSEED OIL—Market transactions:**

**Friday, June 22, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1015 a ....
June	.....	.....	.....	1015 a ....
July	.....	11900	1025	1017 1016 a 1018
Aug.	.....	100	1045	1045 1040 a 1045
Sept.	.....	6000	1065	1056 1056 a 1058
Oct.	.....	8200	1078	1070 1070 a 1072
Nov.	.....	300	1077	1075 1069 a 1075
Dec.	.....	1000	1080	1074 1075 a 1074
Jan.	.....	200	1082	1082 1074 a 1078

Total Sales, including switches, 27,700 bbls. P. Crude S. E. Nominal.

**Saturday, June 23, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1000 a ....
June	.....	.....	.....	1000 a ....
July	.....	4700	1024	1019 1020 a 1021
Aug.	.....	.....	.....	1045 a 1048
Sept.	.....	7100	1065	1058 1062 a 1063
Oct.	.....	2900	1078	1071 1078 a 1077
Nov.	.....	100	1078	1078 1075 a 1079
Dec.	.....	5400	1080	1079 1078 a 1080
Jan.	.....	.....	.....	1074 a 1082

Total Sales, including switches, 20,200 bbls. P. Crude S. E. Nominal.

**Monday, June 25, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1015 a ....
June	.....	.....	.....	1015 a 1040
July	.....	12600	1030	1020 1020 a ....
Aug.	.....	.....	.....	1045 a 1049
Sept.	.....	13500	1072	1065 1065 a 1067
Oct.	.....	9400	1086	1075 1077 a ....
Nov.	.....	200	1086	1086 1073 a 1083
Dec.	.....	1600	1085	1077 1077 a ....
Jan.	.....	200	1092	1092 1078 a 1082

Total Sales, including switches, 37,500 bbls. P. Crude S. E. Nominal.

**Tuesday, June 26, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1035 a ....
June	.....	.....	.....	1035 a 1060
July	.....	16000	1037	1019 1038 a 1040
Aug.	.....	.....	.....	1062 a 1075
Sept.	.....	10500	1087	1066 1086 a 1087
Oct.	.....	7700	1096	1076 1098 a 1100
Nov.	.....	200	1089	1089 1099 a 1100
Dec.	.....	1700	1106	1090 1104 a 1108
Jan.	.....	100	1097	1097 1105 a 1112

Total Sales, including switches, 36,200 bbls. P. Crude S. E. Nominal.

**Wednesday, June 27, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1025 a 1055
June	.....	.....	.....	1025 a 1050
July	.....	11200	1051	1026 1026 a 1028
Aug.	.....	100	1070	1070 1050 a 1060
Sept.	.....	9700	1099	1075 1077 a ....
Oct.	.....	4100	1110	1085 1086 a 1087
Nov.	.....	200	1105	1105 1085 a 1095
Dec.	.....	2000	1115	1090 1092 a 1098
Jan.	.....	.....	.....	1094 a 1099

Total Sales, including switches, 37,200 bbls. P. Crude S. E. Nominal.

**Thursday, June 28, 1928.**

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot	.....	.....	.....	1020 a 1050
July	.....	1030	1020	1020 a ....
Aug.	.....	.....	.....	1060 a 1070
Sept.	.....	1084	1075	1083 a ....
Oct.	.....	1096	1085	1094 a ....
Nov.	.....	.....	.....	1096 a 1102
Dec.	.....	1103	1095	1103 a 1104
Jan.	.....	1105	1103	1107 a 1111
Feb.	.....	.....	.....	1107 a 1111

See page 40 for later markets.

**COCOANUT OIL—**Trade was rather quiet during the week but the undertone was steady. Offerings, however, were not pressed but were fair, while buyers appeared to be awaiting developments. At New York, tanks were quoted at 8½¢@8½¢, while Pacific coast tanks were quoted at 8c.

**PALM OIL—**Offerings were light and demand for nearby oil was fairly good, while the undertone was firm as shipment oil was not pressing and sentiment to the market was friendly. At New York, spot Nigre was 7½¢ asked, and shipment Nigre, 7.05¢@7½¢. Spot Lagos was quoted at 8c in drums and 7½¢ in casks.

**PALM KERNEL OIL—**Demand was very quiet and the market was slightly easier, with New York tanks quoted at 8½¢, with buyers' ideas about ¼¢ below that figure.

**OLIVE OIL FOOTS—**Buyers and sellers were apart, and the market quiet as a result. At New York, June tanks were quoted at 9½¢ and July, 9½¢.

**CORN OIL—**Crude corn oil was quiet but steady with prices quoted at 8½¢@9c f.o.b. mills. Refined corn oil, tanks New York, were reported offered at 10½¢.

**SOYA BEAN OIL—**The market was dull but was steady owing to absence of pressure of supplies. At the Pacific coast the market was purely nominal. At New York, tanks quoted 10½¢ and barrels 12¼¢.

**SESAME OIL—**Market nominal.

**PEANUT OIL—**Market nominal.

**COTTONSEED OIL—**Demand for spot oil at New York was slow with offerings light. The trade was awaiting July deliveries. Crude markets were more or less nominal with little or nothing doing.

**COTTONSEED PRODUCT EXPORTS.**

Exports of cottonseed products for the nine months ended April 30, 1928, with comparisons for the similar period last year, are reported by the U. S. Census Bureau as follows:

	1928.	1927.
Oil, crude, lbs.	46,595,291	26,652,215
Oil, refined, lbs.	7,937,094	16,190,078
Cake and meal	303,650	438,272
Linters	156,280	210,597

**COTTON OIL EXPORTS.**

Exports of cottonseed oil from New York, June 1, 1928, to June 27, 1928, 28 bbls.

**HULL OIL MARKET.**

Hull, England, June 27, 1928.—(By Cable).—Refined cottonseed oil, 37s 6d; crude cottonseed oil, 33s 6d.

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Business!"



**M**ORE than one buyer has said "You get the business" after inspecting a few Wheeling Lard Cans and Pails and upon being advised that because Wheeling controls each step in manufacture from ore mine to finished product he could be certain of uniformly high quality containers from one shipment to the next, and that delivery *on time* could be assured.

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## The Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products were steady the latter part of the week, lard backing and filling, with packers sellers on bulges and commission houses buyers on breaks. Cash lard trade fair.

#### Cottonseed Oil.

Cotton oil firmer due to unfavorable weather, the strength in cotton and decided better cash oil and compound business. Deliveries of 20,000 bbls. on July contracts stopped by scattered houses, leaving short interest in the spot month. Refiners raised oil prices  $\frac{1}{4}$ c and compound to  $1\frac{1}{4}$ c in carlots.

Quotations on cottonseed oil at New York, Friday noon were: July, \$10.30@10.50; Aug., \$10.65@10.80; Sept., \$10.85@10.87; Oct., \$10.96@10.97; Nov., \$10.95@11.00; Dec., \$11.00@11.05; Jan., \$11.00@11.15; Feb., \$11.00@11.20.

#### Tallow.

Tallow, extra,  $8\frac{1}{4}$ c sales.

#### Stearine.

Oleo stearine,  $9\frac{1}{4}$ c asked.

### FRIDAY'S GENERAL MARKETS.

New York, June 29, 1928.—Spot lard at New York: Prime western, \$16.50@16.60; middle western, \$12.35@12.45; city,  $11\frac{1}{4}$ c; refined Continent,  $12\frac{1}{4}$ c; South American, \$13.75; Brazil kegs, \$14.75; compound, \$12.25.

### MAY CANADIAN MEAT EXPORTS.

Considerable increases in the export of cattle, calves and lambs to the United States and a considerable decline in hogs and bacon are shown in the report of Canadian exports for May, 1928, compared with the same month of 1927.

The exports are reported by the Dominion Live Stock Branch as follows:

CATTLE.			
	May, 1928.	May, 1927.	
To Great Britain, No.....	7,096	3,222	
To U. S. A., No.....	7,385	3,629	
Total .....	14,481	6,851	
CALVES.			
To U. S. A., No.....	9,486	7,871	
Total .....	9,507	7,884	
HOGS.			
To U. S. A., No.....	2,687	13,832	
Total .....	4,135	14,339	
SHEEP.			
To U. S. A., No.....	2,020	49	
Total .....	2,101	77	
BEEF.			
To Great Britain, lbs.....	25,100		
To U. S. A., lbs.....	3,815,300	3,349,600	
Total .....	4,025,100	3,589,800	
BACON.			
To Great Britain, lbs.....	3,167,900	5,231,700	
To U. S. A., lbs.....	297,300	304,700	
Total .....	3,530,800	5,624,000	
PORK.			
To Great Britain, lbs.....	63,900	495,300	
To U. S. A., lbs.....	1,050,300	590,600	
Total .....	1,125,600	1,364,300	
MUTTON.			
To Great Britain, lbs.....			
To U. S. A., lbs.....	4,500	10,800	
Total .....	34,000	23,800	

### BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, June 29, 1928.

General provision market steady but firm. Hams, square shoulders and picnics fairly active for prompt and forward shipment. Offerings light and spot prices gradually advancing. Lard trade continues dull.

Today's prices are as follows: Liverpool shoulders, square, 77s; hams, American cut, 94s; hams, long cut, 98s; Cumberland cut, 92s; short backs, 83s; picnics, none; bellies, clear, 87s; Canadian, 100s; spot lard, 61s 9d; Wilshire, none.

### BRITISH PROVISION TRADE.

May imports of bacon, hams and lard into Great Britain were slightly larger than in the preceding month and considerably larger than a year ago, according to the American Agricultural Commissioner at London.

Unusually large shipments of bacon to the British market from Continental European countries other than Denmark pushed the imports of that product up to a new high level of 88,704,000 lbs., an increase of about 5,000,000 lbs. over April and 12,000,000 lbs. over the same month last year.

Imports of bacon from the United States increased slightly. The ham imports were 1,344,000 lbs. ahead of April but only slightly larger than for May, 1927.

Lard imports for May at 24,398,000 lbs. showed a slight increase over April but were more than twice the size of those of the same time last year.

The May imports of meats and lard into Great Britain, are reported in cabled advices to the U. S. Department of Commerce as follows:

	Bacon lbs.	Hams lbs.	Fresh Pork lbs.	Lard lbs.
Sweden .....	5,040,000			
Denmark .....	53,088,000			
Netherlands .....	11,536,000			
U. S. ....	6,008,000	7,616,000		19,936,000
Irish Free States .....	3,248,000		1,456,000	
Canada .....	3,390,000	1,456,000		
Others .....	5,824,000	224,000		4,308,000

There were also 2,352,000 lbs. of pork imported during the month and 20,000 head of live hogs.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended June 23, 1928:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....		198
Canada—Calf carcasses .....		1,013
Canada—Beef cuts .....		413 lbs.
Italy—Sausage .....		547 lbs.
Italy—Hams .....		213 lbs.
Germany—Smoked hams .....		440 lbs.
Germany—Sausage .....		2,225 lbs.
Switzerland—Bouillon cubes .....		235 lbs.
Spain—Hams .....		105 lbs.
Ireland—Smoked pork .....		2,004 lbs.
Norway—Meat cakes .....		594 lbs.
Holland—Hams .....		3,417 lbs.
Holland—Sausage .....		10,788 lbs.
Holland—Canned meats .....		1,835 lbs.

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia," the meat

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended June 23, 1928, with comparisons.

#### CATTLE.

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Chicago .....	22,355	24,483	25,873
Kansas City .....	18,132	16,878	21,830
Omaha .....	17,616	17,512	20,745
St. Louis .....	11,094	9,159	10,604
St. Joseph .....	6,231	6,710	8,947
Sioux City .....	8,828	7,406	7,907
Oklahoma City .....	4,055	2,858	5,130
Indianapolis .....	1,385	1,488	4,785
Boston .....	1,197	1,043	1,304
Cincinnati .....	3,100	2,780	9,438
New York and Jersey City .....	10,318	10,310	
Philadelphia .....	2,132	1,989	1,768
Wichita .....	1,664	2,030	
Fort Worth .....	7,906	8,361	7,862
Total .....	116,013	113,067	126,102

#### HOGS.

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Chicago .....	135,500	133,200	127,600
Kansas City .....	26,239	39,727	21,343
Omaha .....	40,023	43,104	33,306
St. Louis .....	27,167	33,477	41,027
St. Joseph .....	23,084	20,075	24,876
Sioux City .....	27,436	33,670	30,760
Oklahoma City .....	5,959	7,936	4,517
Indianapolis .....	16,675	21,595	36,804
Boston .....	14,886	15,015	17,517
Cincinnati .....	19,448	16,313	
New York and Jersey City .....	14,196	16,854	44,930
Philadelphia .....	44,512	45,917	15,584
Wichita .....	10,190	10,994	
Fort Worth .....	5,708	5,921	4,306
Total .....	771,453	499,798	422,401

#### SHEEP.

	Week ended June 23.	Prev. week.	Cor. week, 1927.
Chicago .....	29,608	51,704	41,844
Kansas City .....	25,239	28,689	21,873
Omaha .....	22,554	34,629	29,737
St. Louis .....	12,872	23,884	17,212
St. Joseph .....	19,508	22,711	16,183
Sioux City .....	951	3,423	1,473
Oklahoma City .....	113	195	302
Indianapolis .....	791	1,433	2,467
Boston .....	3,372	4,498	4,300
Cincinnati .....	883	1,080	
New York and Jersey City .....	45,206	51,018	49,418
Philadelphia .....	3,132	5,375	5,584
Wichita .....	1,237	2,871	
Fort Worth .....	6,308	7,079	5,291
Total .....	171,774	238,640	195,583

### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended June 21, 1928:

	June	15	16	18	19	20	21
Chicago .....	43	43	43	43	43	43	43
New York .....	44 $\frac{1}{4}$	44 $\frac{1}{4}$	44	44	44	44	44 $\frac{1}{4}$
Boston .....	44 $\frac{1}{2}$	44 $\frac{1}{2}$		44 $\frac{1}{2}$	44 $\frac{1}{2}$	44 $\frac{1}{2}$	44 $\frac{1}{2}$
Philadelphia .....	45 $\frac{1}{2}$	45 $\frac{1}{2}$	45	45	45	45	45 $\frac{1}{2}$

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$
	This week.	Last week.	Last year.	1928.	1927.	
Chicago .....	54,493	52,380	60,719	1,511,986	1,607,008	
N. Y. ....	68,493	76,418	72,060	1,632,589	1,756,941	
Boston .....	33,107	28,673	29,177	583,527	596,647	
Phila. ....	24,138	28,900	24,903	547,885	555,183	

180,231 180,461 180,899 4,275,937 4,518,780

### Cold storage movement (lbs.):

	In	Out	On hand	Same week-day last year.
	June 21.	June 21.	June 22.	
Chicago .....	456,962	2,642	10,424,081	15,206,065
New York .....	252,806	89,231	4,560,427	8,894,894
Boston .....	214,499	5,908	3,262,711	5,038,149
Phila. ....	177,788	2,580	2,568,356	3,390,023
Total .....	1,102,175	100,121	20,815,375	33,433,161

### ARGENTINE BEEF EXPORTS.

Cattle reports of Argentine exports of beef this week up to June 29, 1928, show exports from the country were as follows: to England, 82,342 quarters; to the Continent, 11,185; others, none.

Exports for the previous week were as follows: To England, 187,528 quarters; to the Continent, 9,750; others, none.

# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Market active and steady to firm. After an unsuccessful attempt to purchase hides at  $\frac{1}{2}$ c under last week's prices at the opening of the week, tanners entered the packer hide market on the second day of the week and cleaned up practically everything on hand except bulls at steady prices, in line with killers' ideas. The actual sales are thought to have totalled around 90,000 hides, practically all June take-off, while a couple packers also booked a number of hides to tanning account. More hides could have been disposed of if available but packers appear to be well sold up at the moment. Last trading prices are bid for all selections now and little in the way of offerings looked for until middle of next week. The position of the market shows considerable improvement.

Spread native steers nominally around 25@25 $\frac{1}{2}$ c, with last trading at 24 $\frac{1}{2}$ c for winter take-off; very few being produced at this season. Heavy native steers sold at 22 $\frac{1}{2}$ c and extreme native steers at 23c, unchanged.

Butt branded steers sold at 22c and Colorados at 21 $\frac{1}{2}$ c. Heavy Texas steers moved at 22c, light Texas steers at 21 $\frac{1}{2}$ c and extreme light Texas at 22c, all steady prices.

Heavy native cows brought 22c. Light native cows moved at 22 $\frac{1}{2}$ c; reports of  $\frac{1}{4}$ c higher later declined were heard but not yet confirmed. Branded cows moved at 22c, also steady.

Bulls were not sold, so far. There is a demand for native bulls but at prices considerably below packers' ideas, which are around 17c for natives and 16c for branded; last trading in native bulls reported at 17c for January to June.

**SMALL PACKER HIDES**—Small packer hide market shows a firmer tone, in sympathy with big packer market. Only one local killer still holding June hides, all others having sold previously, with the bulk of trading at 22 $\frac{1}{2}$ c for all-weight native steers and cows and 22c for branded. Bids of 22 $\frac{1}{2}$ c and 22c declined for July take-off, with killers apparently disposed to wait for the next movement in big packer market.

**COUNTRY HIDES**—Country hides show some improvement in demand on the light end but heavy hides continue rather slow. A fair demand for all-weights is reported at 19@19 $\frac{1}{2}$ c, selected, delivered. Heavy cows quoted around 17 $\frac{1}{2}$ @18c, selected. Heavy steers alone nominally around 19c. Good 45-60 buff weights quoted around 19 $\frac{1}{2}$ @20c asked. Good demand for extremes and good 25-45 lb. weights could readily be sold at 22 $\frac{1}{2}$ c, with 23c generally asked, and offerings light. Bulls continue slow and nominally around 14 $\frac{1}{2}$ @15c. All-weight branded quoted around 17@17 $\frac{1}{2}$ c, Chicago freight.

**CALFSKINS**—Packer calfskins last sold at 30c and 30@31c asked, depending upon dating.

First salted Chicago city calfskins available at 28c for straight weights and a sale reported at 28c; another sale reported but price not disclosed.

Outside cities quoted around 27 $\frac{1}{2}$ @28c. Mixed cities and countries around 25@25 $\frac{1}{2}$ c.

**KIPSKINS**—Last trading in packer kips in a fair way was at 27c for May natives, 26c for over-weights and 25c for branded.

First salted Chicago city kips last sold at 24 $\frac{1}{2}$ c for one car, with a previous sale at 25c. Outside cities quoted around 24@24 $\frac{1}{2}$ c. Mixed cities and countries around 24c.

Packer regular slunks last sold at \$1.80; hairless quoted nominally around 65@70c.

**HORSEHIDES**—Better demand reported for horsehides, with choice renderers held at \$8.20@8.25, ranging down to \$6.75@7.00 for fair mixed lots, depending upon percentage of renderers.

**SHEEPSKINS**—Dry pelts quoted 29@31c per lb., according to section. Good demand continues for big packer shearlings; one packer moved three cars at steady price of \$1.35, and couple cars reported from another direction at same figure, being sold ahead in some instances. Pickled skins quiet; with season over, quoted in a nominal way at \$9.25 per doz. for packer straight run of lamb and \$10.25 per doz. for sheep, last paid. One car of big packer spring lambs reported at \$10.00. Small packer lamb pelts last sold at \$1.35, locally.

**PIGSKINS**—No. 1 pigskin strips nominally around 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c, with 10c asked. Gelatine stocks moved in a small way at 4 $\frac{1}{4}$ c, delivered.

## New York.

**PACKER HIDES**—Packer hide market active and steady to strong. During the fore part of the week, practically all June hides except bulls were cleaned up, at prices steady with those obtained in the western market. Native steers brought 22 $\frac{1}{2}$ c, butt brands 22c and Colorados 21 $\frac{1}{2}$ c. The total movement was estimated at around 30,000 hides, including some Philadelphia take-off. Apparently more hides could have been moved and these prices reported now bid. Bulls have accumulated to some extent and are talked in a nominal way around 17c, with buyers' ideas irregularly lower.

**COUNTRY HIDES**—A little better tone is reported in the country hide market, especially on lighter weight hides. Good 25-45 lb. extremes quoted around 22 $\frac{1}{2}$ c, with 23c talked by some dealers; 25-50 lb. weights can be bought at  $\frac{1}{2}$ c less. Buff weights quoted around 19 $\frac{1}{2}$ c, nominally, some asking 20c.

**CALFSKINS**—Market fairly steady and moderately active. Sales of 5-7's were reported at \$2.25, or 5c down from last week; 7-9's sold at \$3.00, a steady price; 9-12's held at \$4.00, last trading price. The 12-17 lb. veal kips are quoted nominally around \$4.50, while 17-lb. up last sold at \$5.75.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending June 23, 1928, 3,219,000 lbs.; previous week, 2,837,000 lbs.; same week, 1927, 3,566,000 lbs.; from January 1 to June 23, 11,233,000 lbs.; same period, 1927, 11,630,400 lbs.

Shipments of hides from Chicago for the week ending June 23, 1928, 3,544,000 lbs.; previous week, 3,909,000 lbs.; same week, 1927, 4,758,000 lbs.; from January 1 to June 23, 11,821,000 lbs.; same period, 1927, 13,019,000 lbs.

## SHEEPSKIN STOCKS.

Stocks of sheep, lamb and cabretta skins, both raw stock and leather, subject to correction, for May, 1928, with comparisons for the previous month, are given by the U. S. Department of Commerce as follows:

### RAW STOCKS END OF MONTH.

	May, '28.	April, '28.
Sheep and lamb .....	4,905,474	4,201,013
Cabretta .....	591,501	494,730

### FINISHED LEATHER AT TANNERS.

Sheep and lamb .....	2,758,766	2,744,719
Cabretta .....	747,268	764,632

### IN PROCESS END OF MONTH.

Sheep and lamb .....	4,889,504	5,081,755
Cabretta .....	348,338	396,407

### PRODUCTION DURING MONTH.

Sheep and lamb .....	2,831,999	2,973,152
Cabretta .....	250,218	329,733

## CANNED MEAT EXPORTS.

Exports of canned meats from the United States during May, 1928, and during the five months ended with May, with comparisons for the same periods last year, are given by the U. S. Department of Commerce as follows:

	MAY.	1928.	1927.
Total canned meats, lbs. ....	1,766,803	1,355,563	
Beef, canned, lbs. ....	131,533	259,118	
Sausage, canned, lbs. ....	174,025	274,062	
FIVE MONTHS ENDED MAY.			
Total canned meats, lbs. ....	7,958,902	7,800,762	
Beef, canned, lbs. ....	1,011,482	1,322,151	
Sausage, canned, lbs. ....	905,425	1,708,604	

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended June 29, 1928, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ended June 29, '28.	Previous week	Cor.	Week, 1927.
Spr. nat. str. 25	@ 25 $\frac{1}{2}$ n	25 @ 25 $\frac{1}{2}$ n	22	@ 22 $\frac{1}{2}$ n
Hvy. nat. str.	@ 22 $\frac{1}{2}$	22 @ 22 $\frac{1}{2}$ ax		@ 20
Hvy. Tex. str. #	@ 22	@ 22 $\frac{1}{2}$		@ 18 $\frac{1}{2}$
Hvy. butt	@ 22	@ 22		@ 18 $\frac{1}{2}$
Brnd'd str.	@ 22	@ 22		@ 18 $\frac{1}{2}$
Hvy. Col. str.	@ 21 $\frac{1}{2}$	@ 21 $\frac{1}{2}$		@ 18
Ext-light Tex.	@ 22	@ 22		@ 18 $\frac{1}{2}$
str.	@ 22	@ 22		@ 18 $\frac{1}{2}$
Brnd'd cows	@ 22	@ 22		@ 18 $\frac{1}{2}$
Hvy. nat. cows	@ 22 21 $\frac{1}{2}$ n	@ 22ax		@ 19 $\frac{1}{2}$ ax
Lt. nat. cows	@ 22 $\frac{1}{2}$	@ 22 $\frac{1}{2}$ n		@ 21
Bull. bulls	@ 17ax	@ 17 $\frac{1}{2}$ n		@ 16
Brnd'd bulls	@ 18ax	@ 18 $\frac{1}{2}$ n	14	@ 15 $\frac{1}{2}$ n
Calfskins	@ 31	@ 31	24N	@ 23S
Kips, nat.	@ 27	@ 27	22 $\frac{1}{2}$ n	@ 22S
Kips, ov-wt.	@ 26	@ 26		@ 23N
Kips, brnd'd	@ 25	@ 25		@ 20
Slunks, reg.	@ 1.80	@ 1.80	1.30	@ 1.50ax
Slunks, hrls.	@ 70n	@ 70	55	@ 60n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.				
Nat. all-wts. 22 $\frac{1}{2}$ @ 23	@ 22 $\frac{1}{2}$	@ 20 $\frac{1}{2}$	@ 21n	
Branded	@ 22	@ 22	@ 18 $\frac{1}{2}$ n	
Nat. bulls	@ 17n	@ 17n	@ 15n	
Brnd'd bulls	@ 16n	@ 16n	@ 13 $\frac{1}{2}$ n	
Calfskins	@ 28ax	@ 28ax	@ 21	@ 21 $\frac{1}{2}$ ax
Kips	@ 24 $\frac{1}{2}$	@ 25	@ 26ax	@ 21
Slunks, reg.	@ 1.60@1.65	@ 1.60@1.65	@ 1.15	@ 1.25
Slunks, hrls.	@ 60n	@ 60n	@ 55	@ 65

COUNTRY HIDES.				
Hvy. steers	@ 19n	@ 19 $\frac{1}{2}$ n	@ 16 $\frac{1}{2}$ ax	
Hvy. cows	@ 17 $\frac{1}{2}$ @18ax	@ 18ax	@ 16 $\frac{1}{2}$ ax	
Bufs	@ 19 $\frac{1}{2}$ @20ax	@ 20ax	@ 18	
Extremes	@ 22 $\frac{1}{2}$ @23	@ 22	@ 23ax	@ 19 $\frac{1}{2}$ @21
Bulls	@ 14 $\frac{1}{2}$ @15n	@ 14 $\frac{1}{2}$ @15n	@ 13	@ 13 $\frac{1}{2}$ ax
Calfskins	@ 23	@ 23 $\frac{1}{2}$	@ 24	@ 18 $\frac{1}{2}$ n
Kips	@ 22	@ 23	@ 18	@ 18 $\frac{1}{2}$ n
Light calf.	@ 1.60@1.75	@ 1.60@1.75	@ 1.10	@ 1.15
Deacons	@ 1.60@1.75	@ 1.60@1.75	@ 1.10	@ 1.15
Slunks, reg.	@ 75@1.00	@ 75@1.00	@ 60	@ 75
Slunks, hrls.	@ 25	@ 25	@ 30	@ 15
Horsehides	@ 6.75@8.25	@ 6.50@8.50ax	@ 5.00	@ 6.75
Hogskins	@ 90	@ 95	@ 90	@ 65

SHEEPSKINS.				
Pkr. lambs	.....	.....	.....	.....
Sm. pkr. lambs	.....	.....	.....	.....
Pkr. shearings	@ 1.35	@ 1.35	@ 1.35	@ 1.35
Dry pelts	@ 29	@ 29	@ 23	@ 25

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., June 28, 1928.

**CATTLE**—Compared with week ago, fed steers 50@75c higher; yearlings, 25@50c higher; fat cows and heifers, 50c@1.00 higher, inbetween grades butcher heifers up most; cutter cows, 15@25c higher; bulls, 25c higher; vealers, \$1.50@2.00 higher. Local runs were 8,000 smaller than week earlier, scarcity developing on all killing classes. Very few replacement cattle in receipts, general rains having curtailed seasonal run of native grass steers. Extreme top fed steers and yearlings, \$15.15; medium weight steers, \$15.10; yearling heifers, \$15.00, largely \$14.00@14.75 market on fed steers and yearlings; sprinkling light native and southwestern grassers, \$11.50@12.50; most grass cows at close brought \$8.25@10.25; grain fed kinds, \$10.75@11.75; cutter cows, \$6.25@7.50; strongweights, up to \$8.00. Heavy sausage bulls reached \$9.60, weighty kinds selling largely at \$9.25@9.50. Choice shipper vealers went to \$16.00, light kinds to big packers finishing largely at \$14.00@15.00.

**HOGS**—After an early advance which carried hog prices to new high levels for the season, the top scoring \$11.10 there was a sharp reaction and today's closing quotations are 50@65c below Monday's best prices and 20@40c lower

than a week ago. Big packers were extremely bearish. Today's top, \$10.75 in comparison with \$10.85 last Thursday; today's bulk good and choice 180 to 340 lb. averages, \$10.40@10.70; 150 to 170 lb. weights, \$9.75@10.50; medium 140 to 160 lb. averages, \$8.50@9.75; pigs, largely \$8.00@9.00; bulk packing sows, \$9.15@9.40; smooth light sows, up to \$9.60.

**SHEEP**—Under light supplies, fat lambs continued upturns early but broke sharply when range supplies expanded at mid-week; top at \$17.25 Tuesday pounded to \$16.50 Thursday. Closing values 25@65c lower for week, unevenly 25@75c down from high time Tuesday; rangers off most; sorts increased. Throwouts, \$1.00@1.25 down, closing price spread on natives and rangers narrowest of the season. Rangers but little above season's low. Yearlings shared fat lamb trends; sheep unchanged.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., June 28, 1928.

**CATTLE**—Advancing prices at eastern dressed meat markets and the diminishing supply of dry fed steers was responsible for 25@50c gains in fed steers and yearlings during the week. Desirable cake-fed Texas offerings shared in the upturn. Grass fat steers and the plainer grades of cake-feds

ruled steady to 25c higher. Grain fed she stock held steady, but grassy kinds are 25@50c lower. Vealers closed at 50c@\$1.00 higher rates, with extreme top at \$14.50. Strictly choice 962 lb. short horn yearlings topped the week's trade at \$15.50. Light weight steers made \$15.00 and best heavies stopped at \$14.45. Bulk fed offerings cleared from \$12.75@14.50.

**HOGS**—A broad shipping demand stimulated the market for the more desirable grades and final prices are mostly 25c over a week ago. Unfinished kinds moved slowly and show only slight advances. The week's top reached \$10.60 on Monday, while choice 210-260 lb. butchers sold at \$10.50 on the close. Packing grades finished the week at steady to 15c lower prices.

**SHEEP**—Closing prices on fat lambs are steady to 25c lower than last Thursday, while mature sheep and yearlings are steady to 25c higher. Choice Colorado lambs scored \$16.25 for the week's top and best natives went at \$15.85. Western lambs were scarce all week and the bulk of the natives cleared from \$15.00@15.50. Fed Texas yearlings ranged from \$11.25@12.00, and best wethers sold up to \$8.00. Odd lots of fat ewes brought \$5.75@6.25.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., June 28, 1928.

**CATTLE**—Compared with last Thursday, native steers 25@50c higher; western grass steers, choice cows and low cutters, steady; other cows, 25@50c lower; fat mixed yearlings and heifers,

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25c higher; grass heifers and medium bulls, 25c lower; cutters, steady to 25c lower; vealers, steady to 25c higher. Tops for week: 813 lb. mixed yearlings, \$15.00; 915 lb. yearlings and 732 lb. heifers, \$14.75; 1328 lb. steers, \$14.65.

**HOGS**—Values reached a new high point for the year to date when a few weighty butchers scored \$11.00 Monday. Today's prices stand steady to 5c higher than one week ago; top, \$10.85.

**SHEEP**—Lamb values slumped during the current week to show a 75c@ \$1.00 loss from last Thursday. Early in the week good and choice kinds bulked at \$15.25@15.75, with city butchers paying up to \$16.00 sparingly. Late top, \$15.00; bulk, \$14.50@15.00; culls, \$9.00; sheep, steady; most fat ewes, \$4.50@6.00.

### OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 28, 1928.

**CATTLE**—Moderate receipts of fed steers and yearlings furnished strength to the market and with broad demand from all quarters, prices advanced 25@ 50c, good and choice weighty steers showing the full upturn. Beef cows showed little change, while heifers advanced 25@40c. Bulls held about steady and veal prices declined around 50c. Choice weighty steers, average around 1450 lbs., earned \$15.00; big weights, 1591 lbs., \$14.85, with yearlings and medium weights, \$14.90. Heifers sold up to \$14.50.

**HOGS**—Uneven distribution resulted in a two-day market. Prices worked higher the fore part of the week, on Wednesday showed a sharp decline and comparisons with a week ago show values steady to strong. Thursday's top reached \$10.25 paid for choice 240-290 lb. butchers.

**SHEEP**—Fat lamb trade has been uneven, price advances featuring Monday and Tuesday, but declining Wednesday and Thursday, with the weakness more than offsetting the strength. Compared week ago fat lambs and yearlings are around 25c lower. Sheep are unchanged. At the close, bulk of fat range lambs sold \$15.75; natives, \$15.50; fed clipped, \$14.25; fed yearlings, \$12.00@12.50; fat ewes, \$5.50@6.75.

### SIOUX CITY

(Special Letter to The National Provisioner.)

Sioux City, Ia., June 27, 1928.

**CATTLE**—Cattle receipts for the week were normal, about 10,000. Quality was exceptionally good. The market showed an advance of 25@50c per hundred, the highest prices of the year. Best cattle received were yearlings that sold for \$14.85, with the bulk of choice to prime yearlings selling at \$14.25 and up. Good to choice yearlings sold at \$13.50@14.25, and anything carrying fat went above \$13.00. Fat heifers showed an advance top, going to \$14.50, the top of the season; finished corn fed cows ruled steady, as did grass cattle on the basis of last week's decline. Bulls and veals steady.

**HOGS**—Receipts for the week, 33,000. Prices were higher Monday. Later in the face of heavy receipts the advance was lost. Top hogs today, \$10.20;

bulk of better grades of butchers, \$9.75 @10.10; fairly good lights, \$9.25@9.75; common and underweight lights, down to \$9.00.

**SHEEP**—Receipts very light; best lambs, \$15.85.

### ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., June 27, 1928.

**CATTLE**—Curtailed supplies and the healthy tone of the dressed trade accounted for the 25c or more advance on most killing classes. Mixed yearlings reached a new top of \$14.75; yearling heifers and long yearlings, \$14.50, with bulk of all yearlings from \$13.00@14.00. She stock sold mostly at \$7.50@8.75 for cows and \$8.75@11.00 for heifers. Cutters held at \$6.00@7.00, while bulls were boosted to an \$8.00@8.50 bulk. Vealers are \$1.00@1.50 higher, good lights today selling mostly at \$13.00@13.50.

**HOGS**—Sharply increased hog runs wiped out part of the early advance on hogs, but closing values are in line with a week earlier on lights and butchers, these selling mostly at \$10.00@10.25. Underweights are 25@50c higher and are selling from \$9.00@9.50. Packing sows dropped 25c, the bulk today selling at \$8.75.

**SHEEP**—Fat lambs scored a 25c upturn, desirable natives today going at \$15.50; culls, \$10.50. Sheep are unchanged at \$4.00@6.50 according to condition.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., June 28, 1928.

**CATTLE**—Fed steers and yearlings advanced 25@50c, with weighty beeves at the full upturn. Choice fat heifers shared this gain, while other slaughter she stock ruled steady to 25c lower. Bulls remained unchanged and vealers

registered \$1.00 advances. Choice yearling and light and heavy weight steers topped at \$15.00. Mixed yearlings sold up to \$14.65 and fed steers and yearlings bulked at \$13.25@14.65. Grass steers made \$11.00@11.50. Choice slaughter heifers topped at \$14.40. Late top vealers, \$13.50.

**HOGS**—Butcher values weakened from the early high point and closed only 15c higher, while packing sows ruled weak to 25c lower. Choice 230-lb. butchers topped at \$10.40, with most 180-260 lb. weights listed at \$9.85@10.25. The majority of packing sows cleared at \$8.50@9.00.

**SHEEP**—Demand showed improvement from the recent slump and lamb values scored 50c gains, while yearlings averaged around steady. Aged stock ruled strong to 25c higher. Choice range lambs topped at \$16.25 and natives bulked at \$15.00@15.50. Choice Texas yearlings cashed at \$12.50. Fat clipped ewes cleared at \$6.00@6.50.

### RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended June 23, and comparative periods:

At 20 markets:

	Cattle.	Hogs.	Sheep.
Week ended June 23.....	200,000	584,000	188,000
Week ago .....	193,000	628,000	304,000
1927 .....	207,000	640,000	250,000
1926 .....	239,000	528,000	235,000
1925 .....	219,000	616,000	217,000
1924 .....	194,000	836,000	221,000

At 11 markets:

	Hogs.
Week ended June 23.....	525,000
Previous week .....	547,000
1927 .....	580,000
1926 .....	468,000
1925 .....	553,000
1924 .....	745,000

At 7 markets:

	*Cattle.	Hogs.	Sheep.
Week ended June 23.....	146,000	490,000	129,000
Previous week .....	150,000	471,000	212,000
1927 .....	159,000	486,000	176,000
1926 .....	188,000	397,000	170,000
1925 .....	161,000	483,000	139,000
1924 .....	148,000	616,000	164,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle previous to 1927.

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## RECEIPTS AT CENTERS

SATURDAY, JUNE 23, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	300	7,000	2,500
Kansas City	500	1,000	
Omaha	100	5,000	1,000
St. Louis	400	3,500	250
St. Joseph	25	2,500	
Sioux City	300	5,000	100
St. Paul	200	500	3,000
Oklahoma City	100	500	
Fort Worth	400	700	400
Milwaukee	200	500	
Denver	100	400	800
Louisville	100	400	800
Wichita	200	1,800	100
Indianapolis	200	3,000	200
Pittsburgh	200	700	100
Cincinnati	200	1,200	400
Buffalo	100	300	100
Cleveland	100	500	
Nashville	100	300	600
Toronto	100		300

MONDAY, JUNE 25, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	50,000	12,000
Kansas City	10,000	11,000	6,000
Omaha	5,500	11,000	6,000
St. Louis	5,000	10,500	5,000
St. Joseph	1,500	3,000	4,200
Sioux City	4,500	7,000	500
St. Paul	2,800	10,500	300
Oklahoma City	1,000	1,200	100
Fort Worth	5,000	1,500	1,500
Milwaukee	300	600	100
Denver	1,800	2,500	1,000
Louisville	1,400	1,000	2,000
Wichita	1,100	3,800	600
Indianapolis	700	3,500	200
Pittsburgh	1,000	2,500	1,000
Cincinnati	700	3,500	700
Buffalo	1,900	8,200	2,000
Cleveland	900	3,800	800
Nashville	700	600	3,200
Toronto	1,300	1,300	800

TUESDAY, JUNE 26, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	27,000	8,000
Kansas City	6,000	11,000	5,000
Omaha	9,500	16,000	5,000
St. Louis	5,500	17,000	7,500
St. Joseph	2,500	5,000	5,000
Sioux City	2,800	12,000	300
St. Paul	1,700	4,000	200
Oklahoma City	800	700	
Fort Worth	2,100	700	200
Milwaukee	700	1,800	200
Denver	700	1,800	1,100
Louisville	100	800	2,400
Wichita	300	3,000	200
Indianapolis	1,100	9,000	500
Pittsburgh	200	1,000	100
Cincinnati	200	4,100	1,600
Buffalo	100	500	300
Cleveland	100	2,500	400
Nashville	100	500	1,100
Toronto	600	600	300

WEDNESDAY, JUNE 27, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	6,500	19,000	16,000
Kansas City	5,000	8,500	6,000
Omaha	6,000	15,000	9,000
St. Louis	2,000	14,000	4,000
St. Joseph	2,000	6,500	5,000
Sioux City	2,500	13,000	400
St. Paul	2,000	12,000	600
Oklahoma City	500	1,000	
Fort Worth	4,500	700	1,000
Milwaukee	500	1,000	100
Denver	500	700	800
Louisville	100	900	1,200
Wichita	200	2,800	200
Indianapolis	1,100	8,000	1,500
Pittsburgh	100	800	300
Cincinnati	500	3,200	1,400
Buffalo	200	1,200	400
Cleveland	200	2,000	700
Nashville	100	600	900
Toronto	400	100	500

THURSDAY, JUNE 28, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	7,500	30,000	16,000
Kansas City	2,000	3,500	3,000
Omaha	2,000	8,000	5,000
St. Louis	2,000	10,500	3,000
St. Joseph	1,000	2,500	3,000
Sioux City	1,500	7,000	1,000
St. Paul	2,000	7,500	1,000
Oklahoma City	600	800	
Fort Worth	8,000	1,500	6,800
Milwaukee	600	1,500	200
Denver	400	2,000	100
Louisville	100	1,100	2,800
Wichita	500	2,000	100
Indianapolis	800	6,000	800
Pittsburgh	600	2,900	2,400
Cincinnati	100	1,000	500
Buffalo	100	2,500	300
Cleveland	100	700	3,400
Nashville	1,000	1,000	300

FRIDAY, JUNE 29, 1928.

	Cattle.	Hogs.	Sheep.
Chicago	2,500	16,000	8,000
Kansas City	800	3,500	1,000
Omaha	800	7,000	6,000
St. Louis	700	8,500	1,500
St. Joseph	500	2,000	2,000
Sioux City	1,000	7,000	300
St. Paul	1,300	4,500	300
Oklahoma City	500	1,300	100
Fort Worth	3,000	700	1,800
Milwaukee	200	500	100
Denver	100	700	1,100
Indianapolis	500	1,800	200
Pittsburgh	1,000	7,000	1,000
Cincinnati	500	500	200
Buffalo	400	3,100	400
Cleveland	200	7,000	1,300
Nashville	100	800	500

## CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended June 21, 1928, with comparisons:

## BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended June 21.	Prev. week, 1927.	Same week, 1928.
Toronto	\$11.75	\$12.00	\$ 8.25
Montreal	11.00	11.50	9.00
Winnipeg	11.00	11.00	9.00
Calgary	9.60	10.10	7.00
Edmonton	10.00	9.75	9.00
Pr. Albert	9.50	9.50	8.50
Moose Jaw	10.00	10.00	7.50
Saskatoon	9.25	8.50	...

## VEAL CALVES.

	Week ended June 21.	Prev. week, 1927.	Same week, 1928.
Toronto	\$14.00	\$15.50	\$12.00
Montreal	12.00	12.00	11.00
Winnipeg	12.00	13.00	9.00
Calgary	12.50	13.00	9.00
Edmonton	11.00	10.00	7.00
Pr. Albert	11.00	11.00	7.00
Moose Jaw	11.00	11.00	8.00
Saskatoon	10.00	11.00	...

## SELECT BACON HOGS.

	Week ended June 21.	Prev. week, 1927.	Same week, 1928.
Toronto	\$12.75	\$12.50	\$10.00
Montreal	12.50	12.00	10.00
Winnipeg	11.35	11.35	9.25
Calgary	12.50	10.75	9.25
Edmonton	11.25	10.75	9.25
Pr. Albert	11.35	11.00	8.75
Moose Jaw	11.25	10.90	9.10
Saskatoon	11.20	10.85	...

## GOOD LAMBS.

	Week ended June 21.	Prev. week, 1927.	Same week, 1928.
Toronto	\$18.50	\$19.00	\$17.50
Montreal	18.00	18.00	18.00
Winnipeg	16.00	17.00	14.00
Calgary	11.00	12.50	11.50
Edmonton	10.00	...	...
Pr. Albert	11.00	...	...
Moose Jaw	...	17.00	...
Saskatoon	...	14.50	...

## HOG KILL AT 6 MARKETS.

A total of 346,790 hogs were slaughtered under federal inspection at six of the principal markets of the country for the week ended June 22, 1928. The slaughter at the individual markets is as follows: Chicago, 124,583; National Stock Yards (including St. Louis, Mo.), 53,669; New York (including Jersey City), 27,866; Kansas City, 59,377; Omaha, 41,448; South St. Paul, 39,847.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia."

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, June 28, 1928, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

## Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med.-ch.	9.00@10.00	10.25@10.80	9.50@10.25	9.75@10.50	9.50@10.00
Med. wt. (200-250 lbs.) med.-ch.	8.60@10.00	10.50@10.85	9.60@10.25	9.75@10.50	9.65@10.00
Lt. wt. (150-200 lbs.) com.-ch.	8.00@10.00	9.75@10.70	8.75@10.10	9.00@10.40	9.50@10.00
Lt. lt. (130-180 lbs.) com.-ch.	8.35@10.35	8.50@10.25	8.25@9.65	8.00@9.85	8.75@10.00
Packing sows, smooth and rough.	8.40@9.50	8.90@9.65	8.50@9.25	8.00@9.25	8.00@9.00
Str. pigs (130 lbs. down), med.-ch.	7.60@9.25	7.50@8.75		7.75@9.10	8.50@8.75
Av. cost and wt., Wed. (pigs excl.)	10.23-243 lb.	10.37-211 lb.	9.57-268 lb.	9.99-222 lb.	9.17-271 lb.

## Slaughter Cattle and Calves:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (1,500 LBS. UP):					
Good-ch.	13.75@15.25		13.35@15.00	13.25@14.75	
STEERS (1,300-1,500 LBS.):					
Choice	14.75@15.25	14.85@15.25	14.15@15.00	14.15@14.75	13.75@14.65
Good	13.90@14.75	13.85@14.85	13.35@14.15	13.25@14.15	12.90@13.75
STEERS (1,100-1,300 LBS.):					
Choice	14.75@15.25	14.85@15.25	14.15@15.00	14.15@15.00	13.75@14.75
Good	14.00@14.65	14.00@14.85	13.35@14.15	13.25@14.40	13.00@13.75
STEERS (950-1,100 LBS.):					
Choice	14.75@15.25	14.85@15.25	14.15@15.25	14.40@15.25	14.00@15.00
Good	14.00@14.75	14.00@14.85	13.35@14.15	13.25@14.50	13.00@14.00
STEERS (800 LBS. UP):					
Medium	12.50@13.90	12.00@13.85	11.90@13.35	11.75@13.25	11.00@13.00
Common	10.00@12.50	9.50@12.00	9.50@11.90	9.25@11.75	9.00@11.00

## STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	14.50@15.25	14.85@15.25	14.15@15.25	14.50@15.25	14.00@15.25
Good	13.75@14.50	14.00@14.85	13.25@14.15	13.25@14.50	12.75@14.00

## HEIFERS (850 LBS. DOWN):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	14.25@15.25	14.65@15.25	13.50@14.65	14.00@14.75	13.25@14.50
Good	13.50@14.50	13.85@14.65	12.25@13.50	12.75@14.00	11.50@13.25
Common-med.	9.50@13.50	9.00@13.85	9.00@12.25	8.50@12.75	8.00@11.50

## HEIFERS (850 LBS. UP):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	12.50@14.75	12.25@13.75	12.25@13.75	12.00@14.25	12.25@13.50
Good	11.25@14.25	11.00@12.75	11.00@13.25	10.75@13.25	11.00@12.25
Medium	10.00@13.50	9.50@11.00	9.50@12.00	9.00@12.00	9.00@11.25

## COWS:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Choice	11.50@12.00	10.50@11.25	11.00@12.00	10.00@11.00	10.25@11.25
Good	9.75@11.50	9.25@10.50	9.25@11.00	8.85@10.00	8.75@10.25
Common-med.	7.75@9.75	7.50@9.25	7.75@9.25	7.00@8.85	7.25@8.75
Low cutter and cutter.	6.00@7.75	5.25@7.50	6.00@7.75	5.25@7.00	5.50@7.25

## BULLS (YEARLINGS EXC.):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Beef Good-ch.	9.50@10.75	8.75@10.50	8.75@9.75	8.75@9.50	8.60@10.00
Cutter-med.	7.50@9.00	6.50@8.75	7.00@8.75	6.75@8.75	6.50@8.75

## CALVES (500 LBS. DOWN):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Medium-ch.	9.50@12.50	9.00@12.50	9.00@12.00	8.00@12.50	8.50@11.00
Cull-common	7.00@9.50	6.00@9.00	6.50@9.00	6.00@8.00	6.50@8.50

## VEALERS (MILK-FED):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Good-ch.	13.50@16.00	14.25	12.00@14.00	11.00@14.50	12.00@14.50
Medium	11.50@13.50	10.75@14.25	10.00@12.00	9.00@11.00	9.50@12.00
Cull-common	8.00@11.50	6.00@10.75	6.50@10.00	6.00@9.00	6.50@9.50

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 23, 1928, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	8,155	2,850	9,700	10,105
Swift & Co.	5,180	2,869	12,200	10,827
Morris & Co.	2,678	965	20,100	3,119
Wilson & Co.	4,647	1,954	10,700	5,557
Anglo-Am. Prov. Co.	1,029	2,700		
G. H. Hammond Co.	1,836	5,900		
Libby, McNeill & Libby	821			

Brennan Packing Co., 5,600 hogs; Miller & Hart, 4,100 hogs; Independent Packing Co., 4,700 hogs; Boyd, Latham & Co., 5,800 hogs; Western Packing & Provision Co., 10,300 hogs; Roberts & Oake, 6,700 hogs; Agar Pkg. Co., 3,700 hogs; others, 30,300 hogs.

Totals: Cattle, 22,355; calves, 8,638; hogs, 135,500; sheep, 29,608.

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,383	809	5,438	5,878
Cudahy Pkg. Co.	1,908	529	3,507	6,903
Fowler Pkg. Co.	783			
Morris & Co.	1,977	681	2,060	3,532
Swift & Co.	3,641	880	10,013	4,515
Wilson & Co.	3,183	460	3,750	4,597
Local butchers.	697	161	1,471	114
Total	14,612	3,520	26,239	25,239

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,652	11,201	6,790
Cudahy Pkg. Co.	3,559	9,900	6,888
Dold Pkg. Co.	1,442	7,530	
Morris & Co.	2,147	2,758	3,389
Swift & Co.	5,667	8,489	7,853
Eagle Pkg. Co.	4		
Glassburg, M.	4		
Hoffman Bros.	35		
Mayerowich & Vail.	29		
Omaha Pkg. Co.	75		
J. Rife Pkg. Co.	12		
J. Roth & Sons.	41		
So. Omaha Pkg. Co.	57		
Lincoln Pkg. Co.	354		
Morrell Pkg. Co.			
Nagle Pkg. Co.	305		
Shelley Pkg. Co.	913		
Wilson & Co.	913		
Other buyers.	31,704		
Total	19,511	71,582	24,837

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,232	527	4,981	4,489
Swift & Co.	2,123	2,288	6,388	4,940
Morris & Co.	1,240	618	1,237	1,617
East Side Pkg. Co.	1,560	15	1,732	
All others.	4,930	1,570	12,829	1,816
Total	11,004	5,018	27,165	12,862

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,234	627	11,717	13,091
Armour and Co.	1,485	301	8,062	4,061
Morris and Co.	1,124	357	3,699	2,356
Others	1,837	107	6,762	1,181
Total	6,700	1,392	30,240	20,639

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,986	144	11,475	338
Cudahy Pkg. Co.	2,898	176	11,373	109
Swift & Co.	1,673	147	6,139	241
Smith Bros.	51	17	139	
Local butchers.	89	15		
Order buyers.	2,067	122	25,342	
Total	10,364	621	54,488	748

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,290	421	2,772	15
Wilson & Co.	1,791	479	2,747	98
Others	74		263	
Total	3,155	900	5,782	103

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	121	41	164	5
S. J. Gail		14		283
J. Hillberg	174			63
Gus. Juengling	226	89		27
E. Kahn's Sons Co.	490	471	6,503	258
Kroger Gro. & B. Co.	248	152	3,715	
Lohrey Pkg. Co.	3		311	
H. H. Meyer Pkg. Co.			3,543	
W. G. Behr & Son.	142	46		
A. Sander Pkg. Co.	5		1,639	
J. Schlachter & Son.	233	171		133
J. F. Schroth Co.	22		3,085	
Vogel & Son.	8	6	416	
Total	1,672	890	19,376	769

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Outside buying	601	2,255	18,890	1,447
Kagan & Co.	1,361	767	14,326	791
Indianapolis Abt. Co.	1,408	110	437	28
Armour & Co.	486	11	1,484	27
Bell Pkg. Co.	47		338	
Brown Bros.	105	24		
Hilgelmier Bros.	4		780	
Schussler Pkg. Co.	15		237	
Riverview Pkg. Co.	14		178	
Meier Pkg. Co.	88	18	291	
Indiana Prov. Co.	40	31	196	14
Art Wabnitz	7	51		24
Maas-Hartman & Co.	20	12		8
Hoosier Abt. Co.	19			
Miscellaneous	624	100	683	623
Total	4,839	3,388	37,820	2,966

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,162	3,411	6,040	249
U. D. B. Co., N. Y.	74			
R. Gumz & Co.	144	67	101	26
Armour & Co., Milw.	572	1,699		
N.Y.B.D.M.Co., N.Y.	34			
Butchers	295	449	21	176
Traders	212	153	11	123
Total	2,493	5,761	6,182	574

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	692	392	11,729	1,236
Dold Pkg. Co.	302	70	5,469	
Wichita Dr. Beef Co.	20			
Dunn-Ostertag	131			
Keefe-LeSturgeon	57			
Total	1,202	462	17,228	1,237

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended June 23, 1928, with comparisons.

## CATTLE.

	Week ended June 23, 1928.	Prev. week.	Cor. week, 1927.
Chicago	22,355	24,483	25,873
Kansas City	14,012	12,720	16,297
Omaha	19,511	20,515	22,639
St. Louis	11,004	9,139	10,604
St. Joseph	6,700	6,833	8,361
Sioux City	10,364	10,206	9,392
Oklahoma City	3,155	1,974	3,891
Indianapolis	4,839	4,090	5,479
Cincinnati	1,672	1,784	1,874
Milwaukee	2,493	2,474	2,431
Wichita	1,202	1,438	1,231
St. Paul	17,087	9,128	7,423
Total	115,084	105,360	114,808

\*Includes calves.

## HOGS.

	1928.	1927.	1926.
Chicago	135,500	133,200	138,000
Kansas City	26,239	30,727	21,343
Omaha	71,582	70,871	75,783
St. Louis	27,165	33,477	41,027
St. Joseph	30,240	37,164	31,633
Sioux City	54,488	51,039	48,487
Oklahoma City	5,782	7,936	4,517
Indianapolis	37,820	39,689	46,306
Cincinnati	19,376	15,448	17,567
Milwaukee	6,182	6,273	7,675
Wichita	17,228	22,243	9,599
St. Paul	34,968	41,235	46,203
Total	476,570	408,302	491,140

## SHEEP.

	1928.	1927.	1926.
Chicago	29,608	51,764	41,844
Kansas City	25,239	28,680	21,873
Omaha	24,837	35,403	21,036
St. Louis	12,862	24,334	17,212
St. Joseph	20,639	24,967	17,221
Sioux City	748	2,563	647
Oklahoma City	103	195	392
Indianapolis	2,966	5,492	6,339
Cincinnati	769	1,031	886
Milwaukee	574	693	695
Wichita	1,237	2,871	624
St. Paul	1,514	1,906	1,701
Total	121,096	179,840	140,490

## CANADIAN MEAT STOCKS.

Cold storage holdings in Canada on June 1, 1928, with comparisons, are reported by the Dominion Live Stock Branch as follows:

	June 1, 1928.	June 1, 1927.	5-yr. avg. June 1.
Beef, lbs.	8,730,517	12,181,725	10,270,526
Veal, lbs.	1,081,740	1,122,662	1,102,201
Pork, lbs.	51,673,974	46,710,486	48,127,220
Mutton and lamb, lbs.	1,124,869	1,807,161	1,539,388

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 18	19,727	3,589	45,425	8,889
Tues., June 19	7,228	3,035	24,834	5,167
Wed., June 20	11,528	2,589	18,840	8,575
Thurs., June 21	8,231	3,616	29,020	10,124
Fri., June 22	1,218	623	24,143	5,764
Sat., June 23	400	100	7,000	2,000
Totals this wk.	48,360	13,552	148,762	40,509
Previous week	49,847	14,772	147,421	63,390
Year ago	53,714	14,553	198,738	66,397
Two years ago	55,986	12,546	119,234	50,298

Year's receipts to June 23, with comparative totals:

	1928.	1927.
Cattle	1,145,014	1,362,142
Calves	424,450	377,259
Hogs	4,757,410	3,784,410
Sheep	1,624,780	1,716,252

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 18	5,243	4	9,517	598
Tues., June 19	2,339	122	5,622	2,583
Wed., June 20	3,756	1	2,616	2,278
Thurs., June 21	2,043	218	3,889	706
Fri., June 22	1,490	111	4,468	2,703
Sat., June 23	100	10	1,000	1,000
Totals this wk.	14,971	466	27,112	8,968
Previous week	14,780	26,310	6,147	
Year ago	16,498	119	41,393	6,660
Two years ago	16,507	336	26,350	8,966

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week end, June 23	\$13.90	\$10.25	\$ 6.00	\$16.10
Previous week	13.85	9.75	6.40	16.10
1927	11.40	8.75	5.90	15.65
1926	11.25	13.25	7.75	18.10
1924	8.75	6.90	5.00	13.60
1923	9.85	6.85	6.15	15.10

Avg. 1923-1927...\$10.20 \$ 9.95 \$ 6.10 \$15.10

## SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards.

	Cattle.	Hogs.	Sheep.
*Week ended June 23	33,400	121,700	30,600
Previous week	35,067	121,111	57,243
1927	37,216	127,345	50,077
1926	39,479	92,875	51,332
1925	30,017	99,974	48,472
1924	29,330	162,254	50,036

\*Saturday, June 23, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average prices of hogs, with comparisons:

	Average No. Wgt. received, lbs.	Prices—Top.	Avg.
*Week ended, June 23	148,800	234	\$11.10 \$10.25
Previous week	147,421	231	10.20 9.75
1927	168,738	246	9.35 8.75
1926	119,234	256	15.00 14.10
1925	142,643	236	13.80 13.25
1924	199,201	236	7.30 6.90
1923	215,413	237	7.50 6.85

Avg. 1923-27...169,000 242 \$10.60 \$ 9.90

\*Receipts and average weight for week ended June 23, 1928, estimated.

## HOG SLAUGHTERINGS.

Chicago packers' hog slaughterings for the week ended June 23, 1928:

	Hogs.
Armour & Co.	9,700
Anglo American	2,700



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**"Door that Cannot Stand Open"**

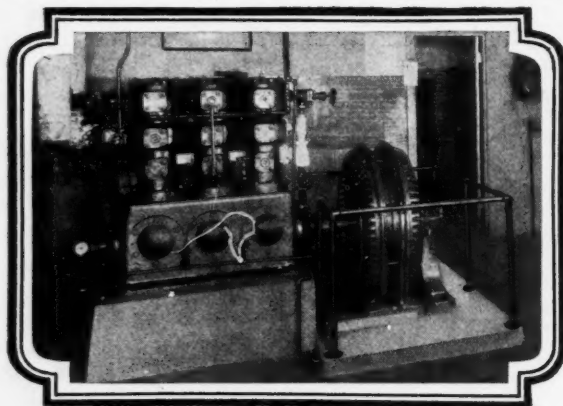
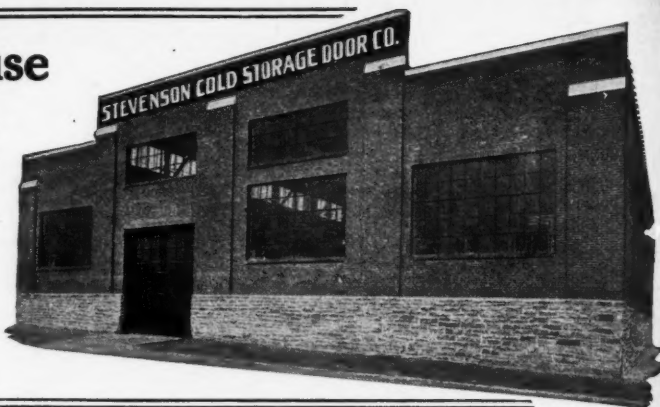
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# Ice and Refrigeration

## ICE NOTES.

John Erck is planning to erect a cold storage plant in Driscoll, Tex.

The People's Ice & Storage Co., Roanoke, Va., has been incorporated with a capital stock of \$125,000. T. B. Witt is the incorporator.

The Files Ice & Cold Storage Co., Martinsburg, W. Va., has been incorporated by Mary E. Files and W. M. Rockwell. The capital is \$25,000.

Tentative plans have been drawn for a cold storage plant at Lewiston, Ida. The cost will be in the neighborhood of \$80,000.

The new cold storage plant of the Terminal Ice & Cold Storage Co., Salem, Ore., has been placed in operation. It cost \$200,000.

Improvements are being made in the plant of the Tuscaloosa Ice & Cold Storage Co., Tuscaloosa, Ala., at a cost of about \$50,000.

A new cold storage plant will be built in Coolidge, Ariz., by the San Carlos Ice & Cold Storage Co.

A three-story cold storage warehouse is being planned for Little Rock, Ark., by the Arkansas Cold Storage Co. The cost will be about \$100,000.

Construction work has started on a one-story cold storage warehouse in Alhambra, Calif. It is being built by the Valley Ice Co.

Plans are being made by the Caryville Mercantile Co., Caryville, Fla., to increase the capacity of its ice and cold storage plant.

The White Provision Co., Atlanta, Ga., has made plans for the construction of a cold storage and office building to be located on Hunter St. near Washington.

Work has been started by the J. C. Palumbo Fruit Co. on the construction of a cold storage warehouse in Payette, Ida.

The Evansville Ice & Cold Storage Co., Evansville, Ind., is planning a two-story and basement ice and cold storage plant. The cost with equipment will be about \$65,000.

Plans are being made to rebuild the cold storage plant of L. W. Bollmer, Malvern, Ia., destroyed by fire recently.

Paul Liebman, Herington, Kan., has sold his ice and cold storage plant to J. T. Bickell & Son.

Bids are being received for the construction of a cold storage plant in Ayer, Mass. It will be built by the Nashoba Cold Storage Co. The cost will be \$50,000.

Considerable new equipment has been installed in the plant of the Waynesboro Ice & Cold Storage Co., Waynesboro, Pa.

The plant of the People's Ice & Cold Storage Co., Claremore, Okla., has been sold to the Southwest Utility Ice Co.

Plans are being prepared by W. M. Mayer for a large cold storage plant to be built in Cincinnati, O. The cost is estimated at \$500,000.

J. L. Dorning will build an ice and cold storage plant in Burlington, N. C.

The Michigan Artificial Ice Products

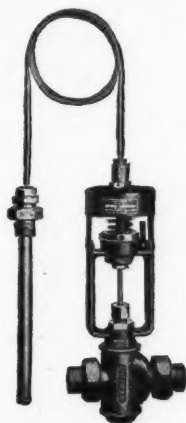
Co., Detroit, Mich., has purchased the plant of the Ionia Cold Storage, Fuel & Ice Co., Ionia, Mich.

The Georgia Power Co., has bought the municipal water, light, ice and cold storage plant, Donaldsville, La.

## WATCHING TEMPERATURES.

Close regulation of temperatures is of great importance in many meat packing operations, and packers are coming more and more to place reliance for best results in automatic temperature controllers rather than in the human element.

They are learning that through the



HOLDS TEMPERATURES TO CLOSE LIMITS.

New temperature control regulator will hold temperatures to within 1 deg. F. under favorable conditions without manual attention. A simple adjustment permits changing the temperature as desired.

use of these devices fuel is saved, better products are produced, and labor is used more efficiently because it can give its attention to processing operations rather than to keeping temperatures within close limits.

In the past the problem has been not to regulate temperatures, but to hold them within a very close range of the point desired. Recently improved temperature controllers have been developed that will maintain practically constant temperatures. Among these is one designed to meet the need for a self contained, automatic, simple device of high sensitiveness and low cost. It is made by the American Schaeffer & Budenberg Corporation, New York City.

By combining a very flexible bellows of new design with an operating spring of unusually large diameter and great length, a mechanism has been secured which holds temperatures within very close limits. Under favorable conditions regulation can be secured within

1 deg. F. consistently without manual attention.

The instrument is being made in a number of standard temperature ranges and can be set as desired. The setting point may be adjusted by turning a nut which varies the tension of the valve spring and thus determines the pressure required to expand the bellows. A scale enables a given adjustment to be repeated accurately after it has been changed.

A feature of the mechanism is the safety device to guard against damage to the bellows from overpressure caused by accidental overheating. This is in the form of a spring which is placed between the upper and lower parts of the valve stem. If the pressure in the bellows increases after it has completed its stroke and the valve is seated, this spring is compressed, allowing further expansion. The greatest pressure that may be generated in the system will not damage it, it is claimed.

The controller is particularly suited for hot water service tanks, water heaters, retorts, cookers or kettles or wherever a simple controller is required for very close regulation.

## SOFT WEARING RINGS.

Soft metal wearing rings have less friction on the cylinder walls than the cast iron piston, hence there will be less wear on the cylinder walls and less friction losses in the compressor. This is more pronounced in the machines, with high piston speed than with the slow speed machines.

A combination of fifty copper and fifty lead has been found to give excellent results, being tough and less liable to crack and break up than babbit or white metal and less liable to pick up particles of foreign matter, which wear the cylinder and may cause scoring.

Care should be taken to equip the machine with a fine mesh strainer to keep out foreign matter, also to lubricate the piston and to prevent feeding gas to compressor which contains excessive liquid.

## NO PORK WITH GERMAN BEANS.

Pork cannot be included with baked beans that are to be sent to Germany, because the importation of meat in airtight cans or similar containers is not permitted. It is therefore advisable, the Department of Commerce says, for packers not to add pork to the baked beans which are intended for sale on the German market, in order to avoid refusal of entry at the port of importation.

**J. C. Wood - Robt. Burrows**

**30 YEARS**  
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**Packers**

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**Personal Attention**

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**PROVISIONS**

*Vegetable Oils*

*Warehouse and office*

332 and 334 Guilford Ave.

BALTIMORE, MD.

Chas. F. Kamrath

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### **KAMRATH & CHRISTENSEN**

*Packhouse Architects and Engineers*  
*Specializing in*

*Packing Plants, Cold Storage, Car Icing*

222 W. Adams St.

Chicago, Ill.

1878

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### **VILLAR & CO., Inc.**

*Wholesale Commission Dealers in*  
*Hams, Bacon, and Lard*  
*Connections Solicited*

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### **L. V. ESTES INCORPORATED**

**Industrial Engineers**

*Specializing in WASTE ELIMINATION and LABOR COST*  
*REDUCTION without Red Tape*

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*Main Office*  
140 W. Van Buren St.  
CHICAGO, ILL.  
All Codes

## **E. G. JAMES COMPANY**

**PROVISION BROKERS**

*Beef, Provisions, Packing House Products,*  
*Tallow, Greases, Fertilizer Materials, Bone*  
*Materials, Animal Feeds, Whale Guano,*  
*Bird Guano*



*We trade in Domestic, Canadian, European,*  
*Australian, New Zealand and South*  
*American products on*  
*brokerage basis.*

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

*Branch Office*  
148 State St.  
BOSTON  
Cross Code



# Chicago Section

R. S. Sinclair, president of T. M. Sinclair & Co., Ltd., Cedar Rapids, Ia., visited in Chicago this week.

R. C. Austin, head of the R. C. Austin brokerage firm, Pittsburgh, Pa., was a business visitor in Chicago this week.

Ray Stevenson, of the E. G. James Co., after a rather extended visit in the East, is now in Wisconsin on a fishing trip.

R. H. Daigneau, provision manager, George A. Hormel & Co., Austin, Minn., transacted business in Chicago this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 19,273 cattle, 8,185 calves, 65,879 hogs and 41,934 sheep.

S. E. Henry, of the William N. Ware Co., brokers in packinghouse products, has gone East on a vacation. He also attended his class reunion at Harvard.

Wm. Bresnahan, the tallow and grease expert with John W. Hall, is out of the city on a vacation. He is visiting points of interest in the West by motor.

Provision shipments from Chicago for the week ended June 23, 1928, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	1927.
Cured meats, lbs.	18,156,000	18,326,000	18,548,000
Fresh meats, lbs.	33,705,000	38,471,000	40,841,000
Lard, lbs.	3,888,000	5,511,000	7,872,000

D. W. Awtry, sales engineer for the Diamond Crystal Salt Co., has returned to Chicago after a two months' tour of the East. Curers are always glad to see Mr. Awtry when he walks into the plant, as he is an old curing superintendent and an expert in such matters.

H. J. Zimmerman, sales manager of the Crandall-Petree Co., New York, and successor to the late Paul Delaney as booster for meat loaf ovens, was in Chicago this week visiting his friends in the trade. Zimmerman says the right kind of a reel gas oven never wears out if you take care of it.

"Con" Yeager of Pittsburgh, that famous globe-trotter, writes from Leipzig that he never saw such hogs as they have over there, razor-backs weighing 600 lbs. "Con" thinks there must be a lot of guts in such hogs. Perhaps he will pick up something entirely new in souvenirs for the next packers' convention.

His friends in the industry will be interested to know that Frank Messenger, of the U. S. Department of Commerce, has been appointed assistant to the trade commissioner at London, and will specialize in study of oils and fats markets as well as soap, margarine, etc., in Great Britain and on the Continent.

The National Specialty Co., manufacturers of sewed casings, have changed their firm name to the Ward

Casing Co., Inc. F. M. Ward is president and treasurer, and B. J. Ward is vice-president and secretary. The business will be carried on at the same address, 3218 South Michigan avenue, where their business has grown steadily during the past few years.

## WOMAN PROVES BROKER'S SKILL.

In the emergency created by the death of that good friend of all packers, Joe T. Taylor of Pittsburgh, the responsibility of preserving and continuing the business of the J. T. Taylor Brokerage Company fell to his assistant, Mabel Leonard.

Miss Leonard's undertaking is in nowise experimental, as her acquaintance with the packing industry is based on her association with Mr. Taylor's business over a period of several years. During the many times when Mr. Taylor entrusted the entire management of the business to her she has proven her ability as an executive, as well as her skill in the art of selling.

The company continues under its rightful name, as the business is now Mrs. Joe T. Taylor's by inheritance. The new associate is Donald C. Franklin, who is Mrs. Taylor's son-in-law as well as a nephew of George L. Franklin, head of the Dunlevy-Franklin Company, Pittsburgh packers. The ambition of Miss Leonard and Mr. Franklin is to maintain a service to the trade based on the high standard of fair dealing which was characteristic of the man whose place they attempt to fill.



MABEL LEONARD.

Able woman broker who succeeds to the direction of the business of the J. T. Taylor Brokerage Co., Pittsburgh, Pa.

## 1927 AGRICULTURE YEARBOOK.

Meat production and consumption in the United States is only one of many articles on the meat and livestock industry contained in the 1927 Yearbook of Agriculture, recently issued by the U. S. Department of Agriculture.

In its 1234 pages are also included detailed statistics of the meat industry, as well as of all agriculture, supplementing the 320 short articles in which new scientific discoveries and progress in farm production and marketing are dealt with by department specialists.

In a foreword Secretary of Agriculture Jardine indicates that the book is prepared primarily for farmers, to whom it is distributed more generally than to any other class.

Among the articles of interest to the meat industry are the following:

Beef from young stock of quality has best demand; cattle price trend strongly affected by value of dollar; fats prevented by simple precautions from turning rancid; hides and skins to be standardized as aid in marketing; hog industry losing much on pigs that don't get to market; lamb price changes usually controlled by very few factors; livestock estimates anticipating receipts aid orderly selling; meat animals judged at stockyards from consumer's standpoint; meat color fixatives give familiar color to cooked cured meat; meat cuts differ in composition and food value; meat inspection is advanced by use of improved equipment; and many others of either direct or indirect interest to meat production and marketing.

## OLSEN NEW B. A. E. CHIEF.

Appointment of Nils A. Olsen as chief of the U. S. Bureau of Agricultural Economics, effective July 16, is announced by Secretary of Agriculture Jardine. Mr. Olsen has been assistant chief of the bureau, in charge of research, since May, 1925, and succeeds to the chiefship made vacant by the resignation of Lloyd S. Tenny, who has taken an executive position with the Associated California Fruit Industries, Inc.

Mr. Olsen joined the Department of Agriculture in 1919, as an assistant agricultural economist, and has been progressively promoted since then through the various economic activities of the department. As assistant chief of the Bureau of Agricultural Economics, Mr. Olsen has been responsible for the development and coordination of research work in the bureau. He has also had administrative charge of the Division of Agricultural Finance, directing the research and investigational work of that unit.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on Actual Cash Trading, Thursday,  
June 28, 1928.

Regular Hams.	Green.
8-10 .....	19%
10-12 .....	19%
12-14 .....	19%
14-16 .....	19%
16-18 .....	19%
18-20 .....	19%
20-22 .....	19%

## S. P. Boiling Hams.

H. Run.	Select.
16-18 .....	19%
18-20 .....	19%
20-22 .....	19%

## Skinned Hams.

Green.	21%
10-14 .....	21%
14-16 .....	21%
16-18 .....	19%
18-20 .....	19%
20-22 .....	18%
22-24 .....	17%
24-26 .....	15%
26-30 .....	14%
30-35 .....	13%

## Picnics.

Green.	13%
4-6 .....	13%
6-8 .....	13%
8-10 .....	12%
10-12 .....	12%
12-14 .....	12%

## Bellies.\*

Green.	18%
6-8 .....	18%
8-10 .....	18%
10-12 .....	18%
12-14 .....	17%
14-16 .....	16%
16-18 .....	15%

\*Square Cut and Seedless.

## D. S. Bellies.

Clear.	14%
14-16 .....	14%
16-18 .....	14%
18-20 .....	14%
20-25 .....	14%
25-30 .....	14%
30-35 .....	14%
35-40 .....	13%
40-50 .....	13%

## D. S. Fat Backs.

8-10 .....	10%
10-12 .....	10%
12-14 .....	10%
14-16 .....	11%
16-18 .....	12%
18-20 .....	12%
20-25 .....	12%

## D. S. Rough Ribs.

45-50 .....	12%
55-60 .....	12%
65-70 .....	12%
75-80 .....	12%

## Other D. S. Meats.

Extra Short Cuts .....	35-45
Extra Short Ribs .....	35-45
Regular Plates .....	6-8
Clear Plates .....	4-6
Jowl Butts .....	8%

## Lard.

Prime steam .....	12.00
Prime steam, loose .....	11.30

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JUNE 23, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	11.82½	11.85	11.82½
Sept. ....	12.17½	12.20	12.17½
Dec. ....	12.42½	12.47½	12.42½
CLEAR BELLIES—			
July .....	13.85	13.87½	13.85
Sept. ....	14.30	14.30	14.30
Oct. ....	14.30	14.30	14.30
SHORT RIBS—			
July .....	12.30	12.30	12.30
Sept. ....	12.30	12.30	12.30
Oct. ....	12.30	12.30	12.30

MONDAY, JUNE 25, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	11.90	11.97½	11.95ax
Sept. ....	12.22½-25	12.22½	12.27½ax
Oct. ....	12.40	12.50	12.45ax
Nov. ....	12.50	12.55	12.52½ax
Dec. ....	12.50-52½	12.60	12.57½ax
CLEAR BELLIES—			
July .....	13.95	13.97½	13.92½
Sept. ....	14.40	14.40	14.37½b
Oct. ....	14.50	14.50	14.50b
SHORT RIBS—			
July .....	12.35	12.35	12.35
Sept. ....	12.75	12.75	12.70ax
Oct. ....	12.75	12.75	12.50ax

TUESDAY, JUNE 26, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	12.00	12.10	11.95
Sept. ....	12.35	12.42½	12.27½
Oct. ....	12.50	12.60	12.45
Nov. ....	12.60	12.72½	12.65b
Dec. ....	12.60	12.72½	12.72½b
CLEAR BELLIES—			
July .....	14.00	14.00	14.00ax
Sept. ....	14.37½	14.47½	14.37½b
Oct. ....	14.50	14.52½	14.47½
SHORT RIBS—			
July .....	12.35	12.40	12.35
Sept. ....	12.65	12.70	12.65
Oct. ....	12.80	12.80	12.80

WEDNESDAY, JUNE 27, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	12.10	12.15	12.10
Sept. ....	12.42½-47½	12.50	12.42½
Oct. ....	12.62½-67½	12.70	12.62½
Nov. ....	12.72½	12.72½	12.72½ax
Dec. ....	12.80	12.82½	12.75b
Jan. ....	13.30	13.30	13.27½ax
CLEAR BELLIES—			
July .....	14.00	14.10	14.10
Sept. ....	14.47½-50	14.62½	14.47½
Oct. ....	14.62½	14.62½	14.67½b
SHORT RIBS—			
July .....	12.40	12.40	12.40
Sept. ....	12.70	12.70	12.70
Oct. ....	12.80	12.85	12.85

THURSDAY, JUNE 28, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	12.05-07½	12.07½	12.00
Sept. ....	12.42½-45	12.45	12.32½
Oct. ....	12.57½	12.57½	12.50
Nov. ....	12.75	12.75	12.62½
Dec. ....	12.75	12.75	13.20ax
CLEAR BELLIES—			
July .....	14.12½	14.15	14.15b
Sept. ....	14.60	14.62½	14.62½
Oct. ....	14.62½	14.62½	14.72½n
SHORT RIBS—			
July .....	12.50	12.50	12.50
Sept. ....	12.70	12.70	12.70n
Oct. ....	12.80	12.80	12.80ax

FRIDAY, JUNE 29, 1928.

Open.	High.	Low.	Close.
LARD—			
July .....	12.02½	12.07½	11.97½
Sept. ....	12.37½-40	12.42½	12.32½
Oct. ....	12.55	12.60	12.52½
Nov. ....	12.75	12.75	12.60n
Dec. ....	12.67½	12.70	12.65ax
Jan. ....	13.20	13.20	13.20ax
CLEAR BELLIES—			
July .....	14.25	14.32½	14.25
Sept. ....	14.65	14.82½	14.80ax
Oct. ....	14.75	14.85	14.75
SHORT RIBS—			
July .....	12.60	12.62½	12.60
Sept. ....	12.75	12.90	12.75
Oct. ....	12.85	12.97½	12.85

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ended Thursday, June 28, 1928, with comparisons:

	Week ended June 28, 1928.	Prev. week, 1927.	Cor. week, 1927.
Armour & Co. ....	10,514	8,091	10,358
Anglo-American Prov. Co. ....	3,591	1,463	2,437
Swift & Co. ....	9,033	9,160	12,082
G. H. Hammond Co. ....	4,279	4,408	4,568
Morris & Co. ....	5,330	4,399	11,840
Wilson & Co. ....	7,809	5,569	1,627
Boyd-Lunham Co. ....	4,587	4,507	5,164
Western Pkg. & Prov. Co. ....	9,264	10,469	11,740
Roberts & Oake. ....	5,340	3,839	6,502
Miller & Hart. ....	4,322	2,641	6,312
Independent Pkg. Co. ....	3,754	3,875	4,120
Brennan Pkg. Co. ....	8,149	7,729	6,306
Agar Pkg. Co. ....	2,893	4,166	3,450
Total .....	78,825	70,416	95,504

## CHICAGO RETAIL MEATS

### Beef.

	Week ended June 29, 1927.			Cor. wk., 1927.		
	No. 1.	No. 2.	No. 3.	No. 1.	No. 2.	No. 3.
Rib roast, hvy. end.	35	22	16	25	22	12
Rib roast, lt. end.	45	28	20	36	28	20
Chuck roast	26	14	24	20	14	24
Steaks, round	45	30	20	40	30	20
Steaks, sirloin cut	60	40	22	40	30	20
Steaks, porterh.	75	45	29	50	37	25
Steaks, flank	28	25	18	28	25	18
Beef stew, chuck	20	18	12½	20	18	12½
Corned briskets, boneless	24	22	18	24	22	18
Corned plates	16	12	10	16	12	10
Corned rumps, bns.	25	22	18	25	22	18

### Lamb.

	Good.	Comm.	Good.	Comm.
Hindquarters .....	40	30	45	35
Legs .....	42	30	45	30
Stews .....	25	15	20	15
Chops, shoulder .....	25	20	25	20
Chops, rib and loin. ....	60	25	55	25

### Mutton.

Legs .....	26	26	..
Stew .....	10	10	..
Shoulders .....	16	16	..
Chops, rib and loin. ....	35	35	..

### Pork.

Loin, 8@10 av. ....	25	27	22	24
Loin, 10@12 av. ....	24	26	21	23
Loin, 12@14 av. ....	20	21	18	20
Loin, 14 and over. ....	18	20	16	18
Chops .....	26	26	26	26
Shoulders .....	18	18	15	18
Butts .....	23	23	20	23
Spareribs .....	15	15	15	15
Hocks .....	14	14	14	14
Leaf lard, raw. ....	12½	12½	12½	12½

### Veal.

Hindquarters .....	32	32	32	32
Forequarters .....	18	24	18	24
Legs .....	32	32	32	32
Breasts .....	14	18	14	18
Shoulders .....	12	24	12	24
Outlets .....	40	40	40	40
Rib and loin chops .....	35	35	35	35

### Butchers' Offal.

Suet .....	@ 5½	@ 6
Shop fat .....	@ 3	@ 3
Bone, per 100 lbs. ....	@ 2	@ 2
Calf skins .....	@ 17	@ 17
Kips .....	@ 21	@ 16
Deacons .....	@ 12	@ 12

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago. ....	9%	9%
Double refined saltpetre, gran. l.c.l. ....	6½	5%
Crystals .....	8	7%
Double refined nitrate of soda, f.o.b. N. Y. S. S. ....	3%	3%
Less than carloads, granulated. ....	4%	4%
Crystals .....	5%	5%
Kegs, 100@200 lbs. 1c more. ....	5%	5%
Boric acid, carloads, powd., bbls. ....	8%	8%
Crystals to powdered, in bbls., in 5-ton lots or more. ....	9%	9%
In bbls. in less than 5-ton lots. ....	8½	8½
Borax, carloads, powdered, in bbls. ....	5	4%
In ton lots, gran. or pow., bbls. ....	5	4%
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago. ....	\$6.00	
Medium, car lots, per ton, f.o.b. Chicago. ....	0.10	
Rock, carlots, per ton, f.o.b. Chicago. ....	6.10	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans. ....	@ 4.51	
Second sugar, 90 basis. ....	None	
Syrup, testing 63 and 65 combined sucrose and invert, New York. ....	@ 47	
Standard gran. f.o.b. refiners (2%). ....	@ 5.50	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%. ....	@ 5.40	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%. ....	@ 5.30	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

June 30, 1928.

THE NATIONAL PROVISIONER

51

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ended June 30, 1928.	Cor. week. 1927.
Prime native steers.....	22 @ 23 1/2	19 @ 20
Good native steers.....	21 @ 22	16 @ 18
Medium steers.....	20 @ 21	14 @ 16
Hefers, good.....	18 1/2 @ 22	13 @ 18
Cows.....	15 1/2 @ 18	11 @ 16
Hind quarters, choice.....	20 1/2 @ 28	23 @ 26
Fore quarters, choice.....	19 @ 20	23 @ 26

## Beef Cuts.

Steer Loins, No. 1.....	39 @ 43	39 @ 43
Steer Loins, No. 2.....	38 @ 42	38 @ 42
Steer Short Loins, No. 1.....	40 @ 50	40 @ 50
Steer Short Loins, No. 2.....	41 @ 48	41 @ 48
Steer Loin Ends (hips).....	28 @ 30	28 @ 30
Steer Loin Ends, No. 2.....	28 @ 29	28 @ 29
Cow Loins.....	38 @ 39	38 @ 39
Cow Short Loins.....	28 @ 30	28 @ 30
Cow Loin Ends (hips).....	26 @ 28	26 @ 28
Steer Ribs, No. 1.....	25 @ 26	25 @ 26
Steer Ribs, No. 2.....	25 @ 26	25 @ 26
Cow Ribs, No. 1.....	20 @ 21	20 @ 21
Cow Ribs, No. 2.....	16 @ 18	16 @ 18
Steer Rounds, No. 1.....	23 @ 24	23 @ 24
Steer Rounds, No. 2.....	23 @ 24	23 @ 24
Steer Chucks, No. 1.....	18 1/2 @ 18 1/2	18 1/2 @ 18 1/2
Steer Chucks, No. 2.....	18 @ 18	18 @ 18
Cow Rounds.....	20 @ 21	20 @ 21
Cow Chucks.....	16 @ 17 1/2	16 @ 17 1/2
Steer plates.....	14 @ 15	14 @ 15
Medium plates.....	12 @ 13	12 @ 13
Briskets, No. 1.....	10 @ 12	10 @ 12
Steer Navel Ends.....	11 @ 11	11 @ 11
Cow Navel Ends.....	10 1/2 @ 10 1/2	10 1/2 @ 10 1/2
Fore Shanks.....	11 1/2 @ 11 1/2	11 1/2 @ 11 1/2
Hind Shanks.....	9 @ 9	9 @ 9
Rolls.....	55 @ 55	55 @ 55
Strip Loins, No. 1.....	50 @ 50	50 @ 50
Strip Loins, No. 2.....	45 @ 45	45 @ 45
Strip Butts, No. 1.....	35 @ 35	35 @ 35
Strip Butts, No. 2.....	32 @ 32	32 @ 32
Beef Tenderloins, No. 1.....	80 @ 80	80 @ 80
Beef Tenderloins, No. 2.....	75 @ 75	75 @ 75
Rump Butts.....	20 @ 25	20 @ 25
Flank Steaks.....	25 @ 25	25 @ 25
Shoulder Clods.....	19 @ 19	19 @ 19
Hanging Tenderloins.....	18 @ 18	18 @ 18

## Beef Products.

Brains (per lb.).....	10 @ 10	10 @ 10
Hearts.....	13 @ 13	13 @ 13
Tongues, 4 @ 5.....	34 @ 34	34 @ 34
Sweetbreads.....	40 @ 40	40 @ 40
Ox-Tail, per lb.....	6 @ 6	6 @ 6
Fresh Tripe, plain.....	7 1/2 @ 8	7 1/2 @ 8
Fresh Tripe, H. C.....	7 1/2 @ 8	7 1/2 @ 8
Livers.....	18 @ 22	18 @ 22
Kidneys, per lb.....	14 @ 15	10 @ 10 1/2

## Veal.

Choice Carcass.....	21 @ 22	20 @ 21
Good Carcass.....	15 @ 20	15 @ 19
Good Saddles.....	20 @ 30	25 @ 30
Good Backs.....	12 @ 16	12 @ 15
Medium Backs.....	11 @ 12	10 @ 12

## Veal Products.

Brains, each.....	12 @ 12	12 @ 12
Sweetbreads.....	80 @ 80	65 @ 65
Calf Livers.....	55 @ 58	44 @ 44

## Lamb.

Choice Lambs.....	35 @ 35	32 @ 32
Medium Lambs.....	32 @ 32	32 @ 32
Choice Saddles.....	36 @ 36	34 @ 34
Medium Saddles.....	32 @ 32	32 @ 32
Choice Fores.....	28 @ 28	28 @ 28
Medium Fores.....	26 @ 26	26 @ 26
Lamb Fries, per lb.....	33 @ 33	32 @ 32
Lamb Tongues, per lb.....	15 @ 15	13 @ 13
Lamb Kidneys, per lb.....	30 @ 30	25 @ 25

## Mutton.

Heavy Sheep.....	10 @ 10	8 @ 8
Light Sheep.....	16 @ 16	15 @ 15
Heavy Saddles.....	12 @ 12	11 @ 11
Light Saddles.....	18 @ 18	18 @ 18
Heavy Fores.....	8 @ 8	7 @ 7
Light Fores.....	14 @ 14	12 @ 12
Mutton Legs.....	20 @ 20	20 @ 20
Mutton Loins.....	15 @ 15	15 @ 15
Mutton Stew.....	12 @ 12	8 @ 8
Sheep Tongues, per lb.....	10 @ 10	13 @ 13
Sheep Heads, each.....	10 @ 10	10 @ 10

## Fresh Pork, Etc.

Pork Loins, 8 @ 10 lbs. av.....	23 @ 23	22 @ 22
Calas.....	14 @ 14	14 @ 14
Skinned Shoulders.....	14 @ 14	14 @ 14
Tenderloins.....	52 @ 52	65 @ 65
Spare Ribs.....	10 @ 11 1/2	10 @ 11 1/2
Leaf Fat.....	13 @ 13	13 @ 13
Leaf Fat.....	12 @ 12	14 @ 14
Boston Butts.....	17 @ 18	18 @ 18
Hocks.....	10 @ 10	15 @ 15
Tails.....	4 @ 4	5 @ 5
Neck Bones.....	10 @ 12	9 @ 9
Silp Bones.....	10 @ 12	15 @ 15
Blade Bones.....	4 1/2 @ 5	6 @ 6
Pork Feet.....	7 @ 7	7 @ 7
Kidneys, per lb.....	8 @ 8	4 1/2 @ 4 1/2
Livers.....	14 @ 14	14 @ 14
Brains.....	5 @ 5	9 @ 9
Ears.....	7 @ 7	9 @ 9
Snouts.....	8 @ 8	10 @ 10
Heads.....	8 @ 8	10 @ 10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	27 @ 27
Country style sausage, fresh in link.....	20 @ 20
Country style sausage, fresh in bulk.....	18 @ 18
Country style sausage, smoked.....	23 @ 23
Frankfurts in sheep casings.....	24 @ 24
Frankfurts in hog casings.....	22 @ 22
Bologna in beef bungs, choice.....	18 1/2 @ 18 1/2
Bologna in cloth, paraffined, choice.....	17 @ 17
Bologna in beef middles, choice.....	10 @ 10
Liver sausage in hog bungs.....	18 @ 18
Smoked liver saus. in hog bungs.....	26 @ 26
Liver sausage in beef rounds.....	14 @ 14
Head Cheese.....	17 @ 17
New England luncheon specialty.....	26 @ 26
Mince luncheon specialty.....	22 @ 22
Tongue sausage.....	24 @ 24
Blood sausage.....	17 @ 17
Polish sausage.....	19 @ 19
Souse.....	15 @ 15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	51 @ 51
Thuringer Cervelat.....	26 @ 26
Farmer.....	31 @ 31
Kolsteiner.....	24 @ 24
B. C. Salami, choice.....	17 @ 17
Milano Salami, choice, in hog bungs.....	49 @ 49
B. C. Salami, new condition.....	26 @ 26
Prisses, choice, in hog middles.....	40 @ 40
Genoa style Salami.....	55 @ 55
Pepperoni.....	38 @ 38
Mortadella, new condition.....	13 @ 13
Capicola.....	12 1/2 @ 12 1/2
Italian style hams.....	49 @ 49
Virginia hams.....	38 @ 38
	53 @ 53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	8.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	10 1/2 @ 10 1/2
Special lean pork trimmings.....	15 @ 15 1/2
Extra lean pork trimmings.....	18 @ 18
Neck bone trimmings.....	12 1/2 @ 12 1/2
Pork cheek meat.....	12 1/2 @ 13
Pork hearts.....	10 @ 10 1/2
Native boneless bull meat (heavy).....	16 1/2 @ 16 1/2
Boneless chucks.....	16 1/2 @ 16 1/2
Shank meat.....	15 @ 15
Beef trimmings.....	13 1/2 @ 14
Beef hearts.....	9 @ 9 1/2
Beef cheeks (trim).....	13 @ 13
Dressed canners, 300 lbs. and up.....	12 @ 12
Dressed canners, 350 lbs. and up.....	12 1/2 @ 12 1/2
Dr. bologna bulls, 500 @ 700 lbs.....	13 1/2 @ 13 1/2
Beef tripe.....	4 @ 4 1/2
Cured pork tongues (can. trim).....	15 1/2 @ 16

## SAUSAGE CASINGS.

(F. O. B. CHICAGO).

Beef Casings:	
Domestic round, 180 pack.....	42 @ 42
Domestic round, 140 pack.....	47 1/2 @ 47 1/2
Wide export rounds.....	67 @ 67
Medium export rounds.....	60 @ 60
Narrow export rounds.....	67 @ 67
No. 1 weasands.....	14 @ 14
No. 2 weasands.....	7 1/2 @ 7 1/2
No. 1 domestic bungs.....	29 @ 29
No. 2 bungs.....	21 @ 21
Regular middles.....	130 @ 130
Selected wide middles.....	250 @ 250
Dried bladders:	
12/15.....	250 @ 250
10/12.....	200 @ 200
8/10.....	125 @ 125
6/8.....	115 @ 115
Hog Casings:	
Narrow, per 100 yds.....	8.25 @ 8.25
Narrow, med., per 100 yds.....	2.60 @ 2.60
Medium, per 100 yds.....	1.75 @ 1.75
Wide, per 100 yds.....	1.50 @ 1.50
Export bungs.....	30 @ 30
Large prime bungs.....	24 @ 24
Medium prime bungs.....	18 @ 18
Small prime bungs.....	10 @ 10
Middles.....	18 @ 18
Stomachs.....	18 @ 18

Quotations for large lots. Smaller quantities at usual advance.	
VINEGAR PICKLED PRODUCTS.	
Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	63.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	28.00
Family back pork, 20 to 34 pieces.....	28.00
Family back pork, 35 to 45 pieces.....	30.00
Clear back pork, 40 to 50 pieces.....	25.50
Clear plate pork, 25 to 35 pieces.....	21.50
Brisket pork.....	22.50
Bean pork.....	21.00
Plate beef.....	27.00
Extra plate beef, 200 lb. bbls.....	22.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.55 @ 1.57 1/2
Oak pork barrels, black iron hoops.....	1.50 @ 1.58
Ash pork barrels, galv. iron hoops.....	1.75 @ 1.77 1/2
White oak ham tierces.....	2.22 1/2 @ 2.25
Red oak lard tierces.....	2.42 1/2 @ 2.45
White oak lard tierces.....	

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @ 23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	20 1/2 @ 20 1/2
Nut, 1 lb. cartons, f.o.b. Chicago.....	17 @ 17
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	

Pastry, 60-lb. tubs, f.o.b. Chicago.....

## DRY SALT MEATS.

Extra short clears.....	12 1/2 @ 12 1/2
Extra short ribs.....	12 1/2 @ 12 1/2
Short clear middles, 60-lb. avg.....	13 1/2 @ 13 1/2
Clear bellies, 18 @ 20 lbs.....	14 1/2 @ 14 1/2
Clear bellies, 14 @ 16 lbs.....	14 1/2 @ 14 1/2
Rib bellies, 20 @ 25 lbs.....	14 @ 14
Rib bellies, 25 @ 30 lbs.....	13 1/2 @ 13 1/2
Fat backs, 10 @ 12 lbs.....	10 1/2 @ 10 1/2
Fat backs, 14 @ 16 lbs.....	11 1/2 @ 11 1/2
Regular plates.....	11 1/2 @ 11 1/2
Butts.....	8 1/2 @ 8 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.....	24 1/2 @ 24 1/2
Fancy skd. hams, 14 @ 16 lbs.....	26 @ 26
Standard reg. hams, 14 @ 16 lbs.....	23 1/2 @ 23 1/2
Standard skd. hams, 12 @ 14 lbs.....	25 @ 25
Picnics, 4 @ 8 lbs.....	18 1/2 @ 18 1/2
Fancy bacon, 6 @ 8 lbs.....	31 @ 31
Standard bacon, 6 @ 8 lbs.....	27 @ 27
Fancy bacon strips, 6 @ 7 lbs.....	31 @ 31
Cooked hams, choice, skin on, fattened.....	36 @ 36
Cooked hams, choice, skinned, fattened.....	37 @ 37
Cooked hams, choice, skinned, fattened.....	38 @ 38
Cooked picnics, skin on, fattened.....	26 @ 26
Cooked picnics, skinned, fattened.....	27 @ 27
Cooked loin roll, smoked.....	41 @ 41

## ANIMAL OILS.

Prime lard oil.....	15 1/2 @ 15 1/2
Extra winter strained.....	12 1/2 @ 12 1/2
Extra lard oil.....	11 1/2 @ 11 1/2
Extra No. 1 lard.....	11 1/2 @ 11 1/2
No. 1 lard oil.....	10 1/2 @ 10 1/2
No. 2 lard oil.....	10 1/2 @ 10 1/2
Acidless tallow oil.....	10 1/2 @ 10 1/2
Pure neatfoot oil.....	14 @ 14
Extra neatfoot oil.....	11 1/2 @ 11 1/2
No. 1 neatfoot oil.....	11 @ 11
20 deg. CT neatfoot oil.....	17 1/2 @ 17 1/2

## LARD (Unrefined).

Prime steam, loose.....	11.37 @ 11.37
Prime, steam, cash tierces.....	12.02 @ 12.02
Leaf, raw.....	10.75 @ 10.75
Neutral lard.....	13.00 @ 13.00

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	12 @ 12 1/2
Pure lard, tierces.....	11 1/2 @ 11 1/2
Compound.....	12 1/2 @ 12 1/2

## OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces.....	13 @ 13 1/2
Oleo stocks.....	12 1/2 @ 12 1/2
Prime No. 1 oleo oil.....	12 @ 12 1/2
Prime No. 2 oleo oil.....	11 1/2 @ 11 1/2
No. 3 oleo oil.....	9 1/2 @ 9 1/2
Prime oleo stearine, edible.....	9 1/2 @ 9 1/2

## TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	8 1/2 @ 9
Prime packers tallow.....	8 1/2 @ 8 1/2
No. 1 tallow, 10% f.f.a.....	7 1/2 @ 8
No. 2 tallow, 40% f.f.a.....	7 @ 7 1/2
B-White grease, max. 5% acid.....	7 1/2 @ 7 1/2
Yellow grease, 10 @ 15 f.f.a.....	7 1/2 @ 7 1/2
Brown grease, 40% f.f.a.....	7 @ 7 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	8 @ 8
White, deodorized in bbls., c.a.f. Chgo. 10%.....	11 @ 11
Yellow, deodorized in bbls.....	10 1/2 @ 11
Soap stock, 50% f.f.a., f.o.b.....	2 1/2 @ 3
Corn oil, in tanks, f.o.b. mills.....	8 1/2 @ 9
Soya bean, seller's tank, f.o.b. coast.....	9 1/2 @ 9 1/2
Cocconut oil seller's tanks, f.o.b. coast.....	8 @ 8
Refined in bbls., c.a.f., Chicago, nom. 10%.....	10 @ 10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 4.50@ 4.75
Hoofmeal .....	\$ 4.50@ 4.75
Ground fertilizer, tankage, 10%....	4.00 @ 4.35
Ground fertilizer, tankage, 6 to 9%..	@ 4.25
Ground raw bone, per ton .....	32.00@35.00
Ground steam bone, per ton .....	30.00@32.00
Unground steam bone, per ton.....	28.00@28.00
Unground bone tankage, per ton.....	23.00@25.00



# Retail Section

## Why Sell Dark Cutting Beef for Less?

*As Bright When Cooked as Other Beef  
and Housewives Don't Seem to Object*

By B. F. McCarthy, Asst. Chief Marketing  
Specialist, U. S. Dept. of Agriculture

[EDITOR'S NOTE.—Here is a point overlooked by many meat men, which costs the trade thousands of dollars. Read what a government expert writes about it for readers of THE NATIONAL PROVISIONER.]

It is not possible to say, in the absence of authentic figures, how great the loss due to "dark cutting" beef is to the meat industry. But enough is known to make its significance realized in terms of millions.

Everyone in the meat business knows how difficult it is to sell dark cutting beef anywhere near the market value of bright cutting beef otherwise similar.

Most dark cutting beef comes from cattle fed partly or wholly on grass, but in the aggregate considerable comes from grain fed animals.

Although studies have been made in an effort to learn what causes dark beef—and a great many opinions are held—so far no one has come forward with a satisfactory answer. It is doubtful if the cause would be of much value, unless with its discovery came a remedy that could be applied.

### Darker It is, Lower It Sells

The degrees of darkness range from a dark shade of red to the kind known commercially as "black." The darker it is the lower it sells.

With the thought in mind that cause and remedy are not likely to be known for some time to come, it is felt that the whole matter might profitably be attacked from another angle—its dietary value.

The fact that dark cutting beef is passed by government veterinarians as in every way fit for food disposes of the matter from the standpoint of wholesomeness and health. And this leaves its commercial features of first importance.

In an effort to learn more about what competent meat men think of dark-cutting beef, many men long in the beef business and who have established reputations as experts were interviewed by the writer. He had his own convictions in the matter, but realized that what he thought was not so important as what a great many dealers thought.

### Cooks and Eats Well.

The result of his survey in search of unbiased opinions was surprising, to say the least.

Not one of the men he considered most likely to know was at all prejudiced against dark cutting beef because of its appearance when cooked, or its eating qualities. He was told by several of tests they had made, and in every case the men who tried out the meat in their homes found it as bright when cooked as other beef, and fully as tender.

Some said they always found dark cutting beef possessed of very good eat-

ing qualities. These men claimed that the other members of their families agreed with their findings.

Although encouraging, this is by no means conclusive, nor does it solve the problem. The fact that the writer has made several practical tests, and has always found conditions in agreement with opinions expressed, may add a little, but not much.

Retailers are prejudiced against dark cutting beef. Some people think they are more prejudiced than average consumers.

### Housewives Don't Object.

In one case twenty housewives were interviewed, and strange as it may seem, not one of them knew very much about the matter. Nor did they seem

### Does Your Shop Smell?

Does it drive trade away, or does it bring you business?

Read what a practical retailer has to say on a little-mentioned subject. It will appear on this page in an early issue.

very much concerned when informed that the meat was healthful.

So long as retailers continue to look upon dark cutting beef as something to be shunned it is sure to be penalized according to its shade.

If a thorough study of the matter were to prove conditions as expressed by the experienced men mentioned here—or even nearly so—and if the findings were broadly disseminated among wholesalers and retailers, it is likely that the meat would be sold closer to its dietary value, and more in line with brighter cutting meats.

The question is big enough to command the attention of the biggest organizations, and the most competent practical and scientific men in them.

### RETAILERS CONVENTION TRAIN.

To accommodate Western meat retailers planning to attend the convention of the National Association of Retail Meat Dealers at Philadelphia on August 6-9, national officers have arranged for a solid special train to leave Chicago over the Baltimore & Ohio Railroad on Sunday, August 5, at 9:30 a. m. This will take care of Western and Northwestern conventionites, and at Deshler, O., the train will be joined by the Detroit delegation, while at Akron the Cleveland and other Ohio delegations will hook on. The train will reach Philadelphia Monday morning at 9:30, in time for the opening of the convention at the Bellevue-Stratford at 2 p. m.

This was decided on at a meeting in Chicago last week between National Secretary John A. Kotal, national legislative committee chairman John T. Russell, state president A. J. Kaiser, president George Steindl of the Chicago Central Association and president Frank Shotola of the Southwestern Chicago Association.

### NEWS OF THE RETAILERS.

A. J. Wimer has closed a lease on a building in La Salle, Ill., and has opened a retail meat business.

E. Grams has engaged in the retail meat business in Arlington, Minn.

McHugh Brothers have sold their meat market in Hastings, Minn., to Joe Bearn.

Anton Kebbekus has opened a grocery and meat market in Wind Lake, Wis.

Fred Chastain has engaged in the meat and grocery business at 309 Poynt Ave., Manhattan, Kan.

The Livermore Commercial Co., La Grand, Cal., has opened a store containing a retail meat department.

Edward Fenies has sold his meat market and grocery store in Sunfield, Mich., to Mrs. Bertha Thompson.

Otto Renstrom has succeeded to the meat business of the Peoples' Market, Sedro Woolley, Wash.

Joe Tate, Beloit, Kan., has moved his meat market into the store of the Peterson Grocery.

Frye & Co., Seattle, Wash., have bought the meat business at 2601 California Ave., from C. A. Hanemann.

T. Finn has purchased the meat market at 3521 McKinley Ave., Tacoma, Wash., from M. Isley.

L. H. Weiss of Weiss & Zann, Dundee, Mich., has bought the interest of his partner and will carry on under the name of the Weiss Grocery & Market.

Formal opening of the new G. E. Evans meat market, 1440 Center St., Racine, Wis., was held recently.

J. L. Gross has re-opened the meat department in Anderson's Food Store, 6016 Phinney Ave., Seattle, Wash.

E. J. Funk of Kansas City, Mo., has purchased the grocery department of the Magness Grocery & Meat Co., Olathe, Kan. Mr. Magness will continue in the retail meat business.

H. E. Smith, San Carlos, Calif., is adding a meat department to his grocery store.

J. M. Lowe has engaged in the retail meat and grocery business at 11 South Fourth St., Walla Walla, Wash.

J. E. Johnson has sold his interest in the Toner & Johnson Meat Co., Milton, Ore., to his partners.

O. L. Wellman and Emil Bochsler have engaged in business at Mt. Angel, Wash., under the name of the Mt. Angel Meat Market.

Paul Nonast has sold his meat and grocery business in Lake Benton, Minn., to W. Marth.

Gustave Henschel has purchased the meat market of Paul Nonast in Elkhart Lake, Wis.

Garver & Graham have opened a retail meat business in Silverton, Ore.

The Powel Street Market & Ice Co. is a new business venture in Portland, Ore. It is being conducted by Wm. W. Ward and M. L. Green.

## VALUE OF WINDOW DISPLAYS.

Window space properly used is a big asset to any meat dealer. It is important enough to require real thought and effort on the part of the retailer in order to get maximum results.

Best results can be had by making a regular schedule, so that the various products will be featured in their turn. Past displays that have proved successful will be a big help in making up this schedule.

Each month of the year has its product or products that are most seasonable and in greatest demand. This gives the key to the window display schedule.

Many dealers keep a window display in place just as long as it actually sells goods. Every dealer can prove the definite value of a display by keeping an account of the sale of the goods featured the week before the display is made, and comparing this with its sale when the display is in place. If the display is successful, sales will mount far above the previous week.

When a display is a big success, it pays a dealer to make a note of what was featured, the date, and the length of time it was used. Many also make a rough sketch, showing the layout of the window and the colors used.

By keeping a file of successful windows, and a record of the sales of the product featured, a dealer will build up his schedule of displays that will bring him maximum sales for the entire year.

The illustration here shows a window display that Libby, McNeill & Libby is

## BELL'S

Patent Parchment  
Lined

SAUSAGE  
BAGS

and

SAUSAGE  
SEASONINGS

Write for Samples  
and Prices

The Wm. G. Bell Co.

189 State St. Boston, Mass.

offering to the trade for July from its regular schedule of window trims. This display has proved that it will create an increased demand for summer canned meats.

Libby's service department offers this free assistance every month to the trade, through their branch houses and salesmen, and it is taken advantage of by thousands of retailers. It is especially effective as it features those products that Libby advertises in the Saturday Evening Post and in the national women's magazines, thus making a complete merchandising tie-up.

## Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### HAM AND PINEAPPLE SALAD.

Salad is a popular dish at all times but particularly so during warm weather. Here is an unusual salad your customers will appreciate knowing about. Place this receipt in a prominent place in your store where your trade will see it.

Two cups of diced cooked ham, four slices of pineapple or  $\frac{3}{4}$  cup of broken pineapple, salad dressing, lettuce,  $\frac{1}{4}$  cup of cubed celery. Combine the pineapple and celery with the ham. Moistened with mayonnaise or cooked salad dressing and serve on a crisp lettuce leaf. Garnish with sliced olives or shredded green peppers. This receipt will serve six or eight people.



WINDOW DISPLAY TO BOOST SUMMER MEAT SALES.

This shows a window display that Libby, McNeill & Libby is offering to the retail meat trade for July from its regular schedule of window trims. This display has proved that it will create an increased demand for summer canned meats.

# New York Section

## AMONG RETAIL MEAT DEALERS.

The meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, on Wednesday evening of last week was well attended, but due to the absence of President Spandau, who was ill, some details were dispensed with. There were various committee reports and these included one by the delegates to the state convention.

An invitation from the Philadelphia fraternity to the Bronx Branch to visit Philadelphia during the convention of the National Association was read and a number of the members have decided to go in a body. Visitors to the meeting were William Wolk of the state association and a representative of Libby, McNeill & Libby, who gave a talk on canned goods, distributing samples of different kinds of fruits.

During July and August the Bronx Branch will hold but one meeting a month, and the next will therefore be on July 18th.

As the business of Ye Olde New York Branch of the State Association

of Retail Meat Dealers, is now being taken care of by the board of directors, the regular membership meeting on Tuesday evening was along educational lines and in conformity with the idea of having representatives of the trade speak to the members. The speakers at this meeting included Frank M. Firor, president of Adolf Gobel, Inc., who talked on the modern methods of merchandising from the retailers' standpoint as he saw it and a representative from Libby, McNeill & Libby who spoke on canned goods and the advantage of their proper display in windows to attract the customers attention.

The summer outing of the Ladies' Auxiliary is scheduled for July 9th, and will be a boat ride to Indian Point. Mrs. E. Schmelzer is hostess, and announcement will be made shortly as to the time and places of embarkation. The ladies would be pleased to have others not members of the Auxiliary join them. There are no additional charges, each one pays her own fare and arranges for luncheon, so any re-

tailer's wife who is planning on a day's outing would more than likely enjoy being with members of the craft.

At the June meeting of the Washington Heights Branch president Charles Hembdt made a report of the state convention proceedings and spoke of the "On to Philadelphia Club." With reference to this he urged as many of the men as could possibly get away at that time to attend the national convention, which they could probably arrange to do by making it their vacation.

## NEW YORK NEWS NOTES.

A. L. Eberhart, Cross, Roy, Eberhart & Harris, Chicago, was a visitor to New York this week.

R. S. Rowe, in charge of the automotive department, Wilson & Company, Chicago, was a visitor to the city this week.

W. W. Woods, executive vice-president of the Institute of American Meat Packers, Chicago, spent the week in New York.

S. B. Dietrich, head of the beef department, East Side Packing Company, East St. Louis, Ill., has been in town during the week.

Louis F. Keller, president of A. Fink & Sons, Inc., Newark, N. J., is on a trip to the Pacific Coast, visiting packing centers en route.

A. C. Dean, director of Swift Beef Company, London, sailed for England Saturday on the S. S. Majestic after spending a few months in the United States. Mrs. Dean accompanied him.

F. A. Benson, superintendent of the country territory, Armour and Company, 120 Broadway, has been transferred to Chicago, where he will be the assistant of vice-president T. G. Lee.

Henry Hoffmann, well-known sausage manufacturer and meat dealer of Utica, N. Y., sailed June 2nd on the steamship Majestic. He plans to be gone three months, during which time he will visit France, Germany, Switzerland and England.

Irwin Ingram has been transferred from the Bureau of Agricultural Economics, U. S. Department of Agriculture, Kansas City, to the New York office, to take over livestock market reporting, succeeding A. J. Ryan. Mr. Ryan will be in charge of the Buffalo office from the first of July.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended June 23, 1928: Meat—Manhattan, 315 lbs.; Queens, 20 lbs.; Richmond, 6 lbs.; total, 341 lbs. Poultry and Game—Manhattan, 30 lbs.

Do you want to improve your book-keeping methods, Mr. Retailer? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

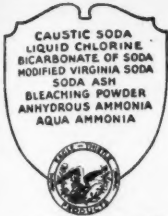
## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on June 28, 1928, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$21.50@22.50	\$22.00@23.00	\$22.50@24.00	\$23.00@23.50
Good	20.50@21.50	21.50@22.50	22.00@23.50	22.00@23.00
STEEERS (Lt. & Med. Wt., 700 lbs. dn.):				
Choice	22.50@23.50		23.50@24.50	23.00@24.00
Good	21.50@22.50		22.50@24.00	22.00@23.00
STEEERS (All Weights):				
Medium	19.50@21.50		19.50@22.00	18.00@21.00
Common	17.50@19.50			16.00@17.00
COWS:				
Good	18.50@19.50	19.00@20.00	19.50@21.00	19.00@20.00
Medium	17.00@18.50	18.00@19.00	17.50@19.50	17.00@18.00
Common	15.50@17.00	17.50@18.00	17.00@18.00	15.50@16.50
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	22.00@24.00	23.00@25.00	23.00@26.00	22.00@23.00
Good	20.00@22.00	20.00@23.00	21.00@23.00	19.00@21.00
Medium	18.00@20.00	17.00@20.00	19.00@21.00	16.00@19.00
Common	16.00@18.00	15.00@17.00	17.00@19.00	13.00@16.00
<b>CALF CARCASSES:</b>				
Choice			18.00@21.00	
Good			17.00@19.00	
Medium	16.00@18.00	15.00@17.00	15.00@17.00	
Common	14.00@16.00			
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-42 lbs.):				
Choice	31.00@33.00	31.00@32.00	30.00@33.00	32.00@33.00
Good	30.00@32.00	30.00@32.00	28.00@31.00	30.00@32.00
LAMB (42-55 lbs.):				
Choice			29.00@31.00	
Good			28.00@30.00	
LAMB (All Weights):				
Medium	26.00@29.00	27.00@30.00	26.00@28.00	25.00@29.00
Common	22.00@26.00	24.00@27.00	24.00@26.00	20.00@24.00
MUTTON (Ewes):				
Good	15.00@17.00	15.00@17.00	13.00@15.00	14.00@15.00
Medium	13.00@15.00	13.00@15.00	11.00@14.00	12.00@13.00
Common	10.00@13.00	10.00@13.00	10.00@12.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av.	22.00@24.00	21.00@22.00	21.00@23.00	20.00@23.00
10-12 lbs. av.	20.00@22.00	21.00@22.00	20.00@22.00	19.00@22.00
12-15 lbs. av.	18.00@20.00	19.00@21.00	18.50@20.00	18.00@20.00
15-18 lbs. av.	16.00@18.00	18.00@19.00	17.50@18.50	17.00@18.00
18-22 lbs. av.	15.00@16.00	17.00@18.00	16.50@17.50	16.00@17.00
SHOULDER:				
N. Y. Style—Skinned		16.00@17.00		
PICNICS:				
4-6 lbs. av.		15.50@16.50		
6-8 lbs. av.	13.50@15.00		14.00@16.00	14.00@15.50
BUTTS: Boston Style	16.50@18.50		17.00@20.00	17.00@18.50
SPARE RIBS: Half Sheets	10.00@12.00			
TRIMMINGS:				
Regular	10.50@11.00			
Lean	17.00@18.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.





## SPECIFY MATHIESON AMMONIA

THE complete manufacturing and shipping facilities of the Mathieson plant at Niagara Falls, New York, assure every purchaser of Mathieson Ammonia utmost value in product as well as utmost efficiency in service. Warehouse stocks at all distributing centers. Just specify EAGLE-THISTLE Ammonia.

**The MATHIESON ALKALI WORKS Inc.**  
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PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI  
Works: Niagara Falls, N. Y.—Saltville, Va.  
Warehouse Stocks at all Distributing Centers

## J.S. Hoffman Company

Specialists in

**Sausage — Corned Beef  
Dried Beef — Cheese**

322-330 W. Illinois St.  
CHICAGO

181-183 Franklin St.  
NEW YORK

### PISTACHIO NUT MEAT FLAVOR.

Owing to the large increase in the sale of Zenobia pistachio nuts, because of the fine distinctive flavor they impart to food products, the Zenobia Company, Inc., New York City, have found it necessary on the first of May to move to larger and more commodious quarters. Their new home at 165-167 Hudson street is a five-story building, 50 by 100 feet, the first floor of which is given over to shipping. The floor directly above has office space covering about a third, while the rest is used for storage of the finished product. The remainder of the building is devoted to manufacturing and storage.

The Zenobia Company, Inc., are now supplying most of the meat packers in

the United States and Canada. To meet the particular requirements of meat packers they are putting up a special brand known as "Zenobia all-green blanched" pistachio nut meats, which are carefully prepared from entirely green pistachios and are ready for immediate use. Zenobia fancy green shelled pistachio nuts are said to add just the right flavor to mortadella, meat loaves, liver sausage, braunschweiger and other specialty products.

### HERMAN BRAND LEAVES FIRM.

Announcement was made this week of the resignation, effective June 23rd, of Herman Brand and J. Felsenthal from the firm of Herman Brand, Inc. Mr. Brand is well known in the trade, having started at an early age with

his father, who founded the business some sixty years ago. Mr. Brand's plans for the future are indefinite, but he will maintain an office at 55 West 42nd Street, room 948, phone Pennsylvania 0173. Mr. Felsenthal has been abroad and is expected to return to the United States shortly.

### NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended June 23, 1928, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,215	6,128	3,229	27,000
New York.....	1,068	5,819	18,856	7,464
Central Union .....	3,239	1,357	152	11,472
Total .....	8,522	13,304	22,237	45,945
Previous week .....	8,321	15,386	23,290	56,484
Two weeks ago.....	6,648	13,738	24,641	44,551

## H. L. WOODRUFF, INC.

Live Wire Brokerage Firm

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New York City

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Export Packing House Products Domestic

407 Produce Exchange, New York City

Member New York Produce Exchange

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Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)  
Rep., Wynantskill Mfg. Co., Stockinnettes, Troy, N. Y.

## THOMSON & TAYLOR COMPANY

Recleaned Whole and Ground  
Spices for Meat Packers

CHICAGO, ILLINOIS

## THE CASING HOUSE BERTH. LEVI & Co., Inc.

ESTABLISHED 1842

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LONDON  
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Dept. N., DETROIT, MICH.

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Cuts of Beef, Lamb,  
Fresh Pork, Provisions, Poultry

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Inc.

BROOKLYN, N. Y.

Handling only the highest quality meat

Operators  
of 421  
Food Markets

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$14.10@14.20
Cows, medium	8.00@ 9.00
Bulls, light to medium	8.00@ 9.50

## LIVE CALVES.

Calves, veals, good and ch.	\$15.00@16.50
Calves, com. to med.	9.00@12.50

## LIVE SHEEP AND LAMBS.

Lambs, spring, good to choice	\$16.00@17.00
Lambs, spring, med.	15.00@15.50

## LIVE HOGS.

Hogs, 160-210 lbs.	@11 1/2
Hogs, medium	11 @11 1/4
Hogs, 120 lbs.	10 1/4 @10 3/4
Roughs	@ 8 1/2
Good Roughs	9 @ 9 1/2

## DRESSED HOGS.

Hogs, heavy	@14 1/4
Hogs, 180 lbs.	@14
Pigs, 80 lbs.	13 1/4 @14
Pigs, 80-140 lbs.	14 1/4 @15 1/4

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	23 @24
Choice, native light	23 @24
Native, common to fair	21 @22

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	23 @24
Native choice, yearlings, 400@600 lbs.	24 @25
Good to choice heifers	22 @23
Good to choice cows	19 @20
Common to fair cows	16 1/4 @18
Fresh bologna bulls	14 @14 1/2

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	27 @32
No. 2 ribs	21 @22	24 @26
No. 3 ribs	18 @20	20 @23
No. 1 loins	29 @32	30 @32
No. 2 loins	28 @30	32 @35
No. 3 loins	22 @24	26 @31
No. 1 hinds and ribs	25 @28	26 1/4 @28
No. 2 hinds and ribs	22 @24	25 1/4 @26
No. 3 hinds and ribs	20 @21	24 @25
No. 1 rounds	19 @20	21 @22
No. 2 rounds	17 @18	20 @21
No. 3 rounds	15 @16	18 @19
No. 1 chucks	18 @19	19 @20
No. 2 chucks	16 @17	18 @19
No. 3 chucks	13 @14	17 @18
Bolognas	22 @23	15 @16
Bolls, reg., 6@8 lbs. avg.	17 @18	17 @18
Bolls, reg., 4@6 lbs. avg.	16 @17	16 @17
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

## DRESSED CALVES.

Prime	@28
Choice	23 @25
Good	18 @22
Medium	13 @16

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	32 @35
Lambs, good	28 @30
Sheep, good	18 @20
Sheep, medium	15 @17
Sheep, common	6 @10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	22 1/4 @23
Hams, 10@12 lbs. avg.	22 @23
Hams, 12@14 lbs. avg.	21 1/4 @22 1/2
Picnics, 6@8 lbs. avg.	17 @17 1/2
Picnics, 8@10 lbs. avg.	16 1/4 @17
Bollettes, 6@8 lbs. avg.	16 @17
Beef tongue, light.	32 @34
Beef tongue, heavy.	34 @36
Bacon, boneless, Western.	22 @23
Bacon, boneless, city.	19 @19
Pickled bellies, 8@10 lbs. avg.	15 @16

## FANCY MEATS.

Fresh steer tongues, untrimmed.	29c a pound
Fresh steer tongues, l. c. trim'd.	38c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	15c a pound
Mutton kidneys	8c a pound
Livers, beef	36c a pound
Oxtails	14c a pound
Beef hanging tenders	26c a pound
Lamb fries	16c a pair

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. average	22 @23
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	45 @50
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	15 @16
Butts, boneless, Western	21 @22
Butts, regular, Western	18 @19
Hams, Western, fresh, 10@12 lbs. avg.	21 @22
Hams, city, fresh, 6@10 lbs. avg.	22 @23
Picnic hams, Western, fresh, 6@8 lbs. average	14 @15
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	12 @13
Spareribs, fresh	11 @12

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hooft, per ton	45.00@50.00
Striped hooft, per ton	45.00@50.00
White hooft, per ton	@ 50.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1a	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2a	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3a	200.00@225.00

## BUTCHERS' FAT.

Shop fat	@ 2 1/2
Breast fat	@ 4 1/2
Edible suet	@ 6
Cond. suet	@ 5 1/2

## SPICES.

	Whole.	Ground.
Allspice	20	23
Cinnamon	18	19
Cloves	25	30
Coriander	12	15
Ginger	18	18
Mace	1.03	1.13
Nutmeg	39	39
Pepper, black	40	44
Pepper, Cayenne	44	48
Pepper, red	35	35
Pepper, white	61	65

## GREEN CALFSKINS.

	5-9 9/16-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 Veals	29 3.20	3.55	3.75	4.00
Prime No. 2 Veals	27 3.00	3.30	3.50	4.65
Buttermilk No. 1	26 2.85	3.20	3.40	...
Buttermilk No. 2	24 2.65	2.95	3.15	...
Branded Gruby	15 1.70	1.95	2.15	2.90
Number 3	...	At Value	...	...

## CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls. per lb.
Double refined saltpetre, granulated..	6c 5 1/2c
Double refined saltpetre, small crystal	7 1/4c 7 1/4c
Double refined large crystal saltpetre.	8 1/4c 8 1/4c
Double refined nitrate soda	4c 5 1/2c
In 25 barrel lots:	
Double refined saltpetre, granulated..	5 1/2c 5 1/2c
Double refined saltpetre, small crystal	7 1/4c 7 1/4c
Double refined saltpetre, large crystal	8 1/4c 8c
Double refined nitrate soda, granulated	5 1/2c 5 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry picked—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 48 to 54 lbs. to dozen, lb.	26 @28
Western, 43 to 47 lbs. to dozen, lb.	26 @28
Western, 36 to 42 lbs. to dozen, lb.	25 @27
Western, 30 to 35 lbs. to dozen, lb.	24 @26
Fowls—fresh—dry pld.—prime to fcy.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	30 @31
Western, 48 to 54 lbs. to dozen, lb.	29 @30
Western, 43 to 47 lbs. to dozen, lb.	29 @29
Western, 36 to 42 lbs. to dozen, lb.	28 @28
Western, 30 to 35 lbs. to dozen, lb.	24 @26
Fowls—frozen—dry pld.—fair to good—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	27 @29
Western, 55 to 59 lbs. to dozen, lb.	26 @28
Western, 43 to 47 lbs. to dozen, lb.	26 @27
Western, 30 to 35 lbs. to dozen, lb.	23 @25
Ducks—	
Long Island, spring	@23
Turkeys—fair to good	
Western, frozen, toms	30 @42
Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	35 @60
Squabs, 9 to 10 lbs.	50 @55

## LIVE POULTRY.

Fowls, colored, per lb., via express	25 @26
Broilers, fancy	@48
Geese, swan	@16
Pigeons, per pair, via freight or express	45 @50

## BUTTER.

Creamery, extras (92 score)	44 1/4 @44 1/2
Creamery, first (88 to 91 score)	42 1/4 @44
Creamery, seconds	41 @41 1/4
Creamery, lower grades	39 1/2 @40 1/2

## EGGS.

### (Regular packed.)

Extras	32 @32 1/2
Extra firsts	31 @31 1/2
Firsts	30 1/4 @30 1/2
Checks	27 @28 1/2

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.35
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.40
Blood, dried, 15-16% per unit	@ 4.75
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	5.50 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.15
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	4.75 & 10c
Tankage, unground, 9@10% ammonia	4.50 & 10c

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@39.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 9.00

#### Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton	@36.40
Sulphate in bags, basis 90%, per ton	@45.70

#### Beef.

Cracklings, 50% unground	@ 1.15
Cracklings, 60% unground	@ 1.23 1/2
Meat Scraps, Ground.	
50%	@60.00
55%	@65.00

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Delicatessen

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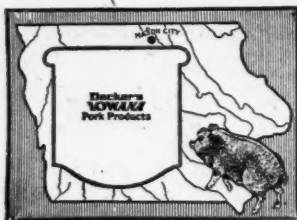
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Yards 1700

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## Equipment for Sale

### Silent Cutters for Sale

One 32-B "Buffalo" silent cutter, belt drive.  
One 27-inch "Boss" silent cutter, belt drive.  
Both brand new. Will sell cheap. FS-336, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Complete Meat Market Outfit

For sale, complete meat market outfit: 14 by 13 ft. sectional cork filled cooler, complete with coils and tank; 5-ton Baker ice machine, electric motor drive; 14-ft. Hussman case; 20-ft. coil top counter; 3 gold-finish Toledo computing scales; 1 platform scale; small grinder; and stuffer. All like new. Located in Saginaw, Mich. FS-343, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### Machinery for Sale

One Sander grinder, direct-connected to 20 h.p., 3-phase, 60-cycle, 220-volt motor.  
One 38-inch "Buffalo" silent cutter, direct-connected to 15 h.p., 3-phase, 60-cycle, 220-volt motor.  
One 32-inch "Buffalo" silent cutter, direct-connected to 7½ h.p., 3-phase, 60-cycle, 220-volt motor.  
One 600-pound Hottmann cutter and mixer, direct-connected to 50 h.p., direct-current, 220-volt motor.

Machines are thoroughly overhauled and rebuilt and guaranteed to be as good as new. Will sacrifice to move quickly. FS-325, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Equipment for Sale

### Rendering Equipment for Sale

Four 12-inch by 12-inch iron filter presses. Complete line of steam jacketed kettles, mixers; grinders; dryers; tanks; pumps; filter presses. Consolidated Products Co., Inc., 14-19 Park Row, New York City. Barclay 0602.

### Used Sausage Machinery

For sale:  
No. 38 pulley-driven "Buffalo" silent cutter.  
No. 38 motor-driven "Buffalo" silent cutter.  
No. 32 pulley-driven "Buffalo" silent cutter.  
No. 32 motor-driven "Buffalo" silent cutter.  
No. 27 pulley-driven "Buffalo" silent cutter.  
No. 23 motor-driven "Buffalo" silent cutter.  
400-pound pulley-driven "Buffalo" mixer.  
700-pound pulley-driven "Buffalo" mixer.  
No. 51-B pedestal type "Buffalo" grinder.  
FS-340, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Business Opportunities

### Part Interest Available

to man to take charge of salesmen and general management, manufacturing optional, in high-grade sausage factory in state of Oregon. FS-326, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

**These Little Ads Bring Results  
Far Greater Than Their Size.**

## Business Opportunities

### Wholesale Sausage Business

for sale, doing good profitable business, manufacturing about 40,000 pounds a week. Good reputation. You will have to see this business to appreciate it. Good reason for selling. FS-337, The National Provisioner, Old Colony Bldg., Chicago.

### Meat Market

For sale, modern, well-equipped meat market in heart of Michigan college town. Money maker. Business all cash. Good lease. Other interests compel me to sacrifice. FS-341, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Meat Market

Here is good opportunity for some one with moderate capital to buy meat market in thriving northwestern town. We buy direct from producer all livestock, do our own killing, curing and sausage making. FS-323, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Store for Rent

in heart of Fulton wholesale market district, Chicago, 50x125, fully equipped; 11 rail ice box, 1 rail scales and proper refrigeration. New building and equipment, front and rear loading facilities. Inquire at Vette & Zunker Co., 230 N. Green St., Chicago.

### Part Interest in Plant

For sale, one-fourth interest in pork packing and sausage plant; \$25,000 or inventory 10 per cent less. Gold mine for experienced man. New, up-to-date machinery throughout. Situated in Detroit. FS-327, The National Provisioner, Old Colony Bldg., Chicago, Ill.

# CLASSIFIED ADVERTISEMENTS

Advertisements under this head \$2.00 per inch per insertion. Remittance must accompany order.

## Plants for Sale

### Sausage Factory

For sale, sausage factory. Established business, making money. Will sell all or controlling interest. Location, Portland, Ore. FS-324, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

### Packing Plant

For sale, packing plant offered at bargain due to death of owner. Original cost over \$75,000. Now bonded at \$30,000. Good opportunity in good section. Can be financed easy terms, but purchaser will need fair amount working capital. Full information and terms to anyone interested. Address S. L. Galbraith, Anniston, Ala.

### Packhouse

For sale, packhouse in good industrial city in southwestern Ohio, 60,000 inhabitants. Sausage machinery electrically driven. Rare opportunity for one or two good men to start in business. Terms right. FS-332, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Small Packing Plant

For sale, small packing plant in business. Capacity 300 hogs a week. Making good profit. Excellent location; 10 miles from U. S. border, on main highway entering Canada. Established 40 years. Owners desire to retire from business. This is an exceptional opportunity. Full information on application. FS-328, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## Equipment Wanted

### Filter Presses Wanted

We will pay cash for 3 good 30-inch square open delivery presses with 30 or more plates each; two 36-inch square presses with 35 or more plates; and two 24-inch square presses with 25 or more plates. Presses must be complete and in good condition. We can also use a number of clay kettles with mechanical agitators.

PACKERS REFINING CO.

400 N. Michigan Ave.  
Chicago, Ill.

## Equipment Wanted

### Ammonia Compressor

Wanted, ammonia compressor, 20 to 40 tons capacity. Prefer direct-connected to steam engine. State make, age, condition and price. W-344, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Miscellaneous Wanted

### Steam Lard for Export

Connection with Chicago or New York broker desired by European house for export of steam lard. Outlet for considerable volume, especially packers not now having European connection. Address W-316, The National Provisioner, Old Colony Bldg., Chicago, Ill.

## Men Wanted

### Plant Test Clerk

Wanted, plant test clerk for Eastern packer. Must be familiar with all tests in the meat packing industry and have wide experience. Give full details as to age, experience, etc. W-331, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Sausage Foreman

Want a foreman who is thoroughly experienced in the manufacture of all kinds of domestic sausage, is capable of handling help and keeping proper records. State age, experience, salary desired and where previously employed. W-311, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### First-Class Sausagemaker

Wanted, A-1 sausagemaker who has proven record for quality sausage and specialties; must also be capable of putting out first-class boiled ham. If not fully capable of making quality sausage second to none, do not apply. Our present volume is 20,000 pounds weekly. A southern city. W-322, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Smokehouse Foreman

Wanted by Eastern meat packer, smokehouse foreman to take charge of department. Must have executive ability and be experienced in smoking, soaking and the proper handling of meats. State age, and full particulars. W-330, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Auditor and Office Man

Wanted by Southwestern small packer, capable, energetic auditor and office man. Must understand income tax matters, cost accounting and management of office help. Young man preferred. Give experience and training, age and references; salary you have been getting and salary wanted. Confidence will be respected. W-315, The National Provisioner, Old Colony Bldg., Chicago, Ill.

For Business Opportunities and  
Equipment For Sale Ads,  
See Page 62

## Men Wanted

### Chief Engineer

Wanted, chief engineer for small packinghouse in Minnesota; must understand ammonia and brine cooling system. Will have charge of all machinery, repairs and construction work. Salary open. Give experience and reference first letter. W-335, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Sausage Casings Salesmen

One of the largest casing houses will consider applications from men able to show successful sales record during past three years. State territory traveled and volume net sales for year 1927. All replies will be held in strict confidence. W-338, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## Position Wanted

### Sausagemaker

Position wanted by A-1 sausagemaker and all-around packinghouse man with over 25 years' experience. Qualified for all grades of sausage. Guarantee my work. Will go anywhere. W-318, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Oleo Maker

Man with many years' experience in manufacture of margarine and shortening desires connection with up-to-date factory. Good formulas. Good references. W-333, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### All-Around Packinghouse Man

thoroughly experienced in all branches of the meat industry would like position, preferably as sales manager, but would consider managing small plant. Willing to go anywhere. Joseph Arneemann, 4400 N. Hermitage Ave., Chicago, Ill. Phone, Long Beach 8758.

### High-Grade Sausagemaker

High-grade sausagemaker with wide practical experience wishes to change his position. Middle aged. Best references. Willing to go anywhere. W-342, The National Provisioner, Old Colony Bldg., Chicago, Ill.

### Sausage Foreman

First-class, experienced sausagemaker wishes position in factory or small plant as working foreman. German. Willing to go anywhere. W-339, The National Provisioner, Old Colony Bldg., Chicago, Ill.



# United Dressed Beef Company J. J. Harrington & Company

**CITY DRESSED BEEF, LAMB AND VEAL, POULTRY**

**Packer Hides, Calf Skins, Oleo Oils, Stearine,  
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Cattle Switches, Pulled Wool and Pickled Skins**

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*Mixed Cars Beef, Pork, Sausage and Provisions*

We own and operate S. L. I. X. Refrigerators and Tank Cars

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L. M. CHRISTIAN, New York

W. B. CASSELL CO., Baltimore

*This stamp of  
High Quality*

on

HAMS—BACON



*Assures you REPEAT SALES  
and SATISFIED CUSTOMERS*

**F. G. VOGT & SONS, INC.**

Philadelphia, Pa.

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**Meats**

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1018-1032 W. 37th Street

CHICAGO, ILL.

U. S. Yards

**Beef**

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**Mistletoe**  
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Their Flavor is a  
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—and their price is  
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THE NATIONAL  
**Provisioner**

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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VOLUME 78

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*From January 7 to June 30, 1928, inclusive*

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THE NATIONAL PROVISIONER  
OLD COLONY BUILDING, CHICAGO

# Alphabetical Index to Volume 78

**EXPLANATORY.**—This gives alphabetically the principal articles and items which have appeared the past six months. The features which are published regularly from week to week are, for obvious reasons, not indexed. The regular features, weekly reviews, etc., referred to are as follows:

Chicago Live Stock Review, Chicago Provision Market, Kansas City Live Stock Review, St. Louis Live Stock Review, Omaha Live Stock Review, Reviews on Provisions and Lard, Oleo and Neutral Lard, Weekly Exports of Provisions, Monthly Exports, Weekly and Monthly Meat Imports, Pork Packing in Principal Cities of the United States, Packinghouse Notes, the World's Supply of Lard, Stocks of Provisions in Chicago, Kansas City, South Omaha, Milwaukee, South St. Joseph, New York and Liverpool, Market on Hides and Skins, Vegetable Oils and Cake and Meal Markets, Tallow and Stearine Markets, Fertilizer Notes, Ice and Refrigeration Matters, Internal Revenue Decisions, U. S. Appraisers' Decisions, Patents and Trade-Marks, New Incorporations, Answers to Correspondents, Chicago and New York Markets (covering all packinghouse and allied products), Liverpool Markets, Practical Points for the Trade, and Market Chart Service.

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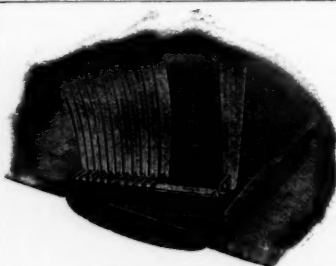
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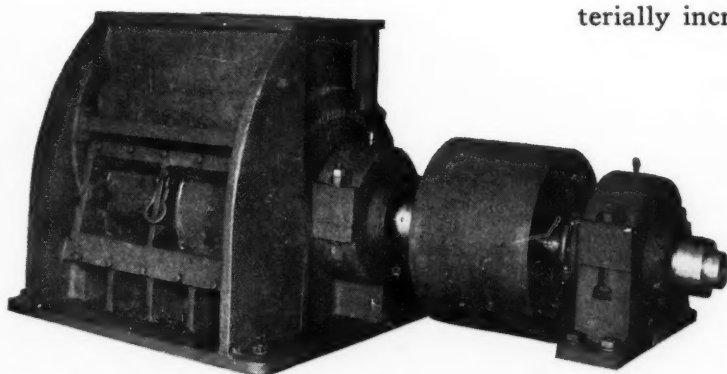


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